



DEMMARY KESST. FRANCE F15.00: GERMANY DM 2.0; ITALY, L 1.000; NETHERLANDS F1 2.25; NORWAY, K15.00; PORTUGAL Esc 50; SPAIN Pts 85; SWEDEN K16.00; SWITZERLAND F1 2.0; EIRE 50p; MALTA 30c

NEWS SUMMARY

GENERAL

Hopes rise for peace in Beirut

Negotiators working to save West Beirut from Israeli attack last night believed they could be close to the basis for an

U.S. special envoy Philip Habib suggested that Palestin-ian leaders should withdraw as a multi-national peacekeeping force moved in.

In Moscow, Soviet leader Lconid Brezhnev warned but fell to Y440.75 from Y443. against using U.S. troops in Trade weighted index was un-Beirut but urged the U.S. to changed at 9L1. Page 32 try to end the Lebanon crisis. Back Page

Falklands probe

The Falklands ioquity will have access 10 secret intelligence reports and Cabinet papers, but publication of some sensitive material in the final report may he banned. Back Page

Boost for tanks

New equipment to help British tanks and anti-tank systems to take on the T72, the main Soviet battle tank, was announced in the Commons.

'10m poor in UK'

As many as 10m Britons, nearly

one in five, experience a "poverty-stricken life," the

author of a Government-financed study of social depriva-tion said. Page 8 Nato cuts plan Western nations proposed biz cuts in military manpower in

central Europe, aiming to revive

East-West talks deadlocked for

nearly nine years. Page 2

Sainsbury gift London Business School is to

Inquest refused

The High Court in London refused to order a new inquest into the deaths of 13 young blacks in a fire in Deptford last year.

invasion urged

Religious and military leaders in Iran called for an invasion of Iraq, to force acceptance of Iranian terms for ending the

treiand's role

It was fantasy to say the Irish Government should not be con-cerned with Ulster's affairs, Lord Gowric, Minister of State for Northern Ireland, said.

Party showdown

Australian Opposition leader Bill Hayden called atl Labour MPs to a meeting to decide whether he or former union head Bob Hawke will lead the

party. Page 3 **World Cup**

Itaty 2 (both Rosai), Poland 0 in World, Cup semi final. Interoational Football Federation president Joan Havelange will be re-elected today.

England 329/3

England were 329 for 3 (Lamb 96 no, Botham \$2 no) after the first day of the third Test against India at the Oval.

Briefly . . .

RISES:

VC won by Korean war hero Sgt William Speakman sold for £20,000 at Sotheby's.

Man was charged with forgery in Greenwich after £5m in counterfeil notes was seized. Former U.S. President Nixon began a three-day visit to

Exch. 11pc 1991 ...£874 +

BPB 415 + 5 Black (P.) 345 + 10

Inchespe 280 + S Jobnson Cleaners 275 + 7

Scholes (G. H.) ... 372 + 12 Sunlight Services ... 105 + 10

Tesco 68 + 3 Utd. Parcels 206 + 8

..... 270 + 4

Brit. and Comm.

CHIEF PRICE CHANGES YESTERDAY

(Prices in pence unless otherwise indicated)

BUSINESS

\$ stays strong; **Equities lose 3.8**

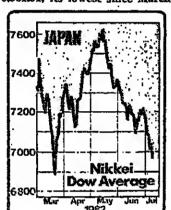
DOLLAR rose to a record FFr 6.99S (FFr 6.979), and to DM 2.5165 (DM 2.5135) and SwFr 2.15 (SwFr 2.149), but felt to Y258.12S (Y259.2S). Trade weighted index was 122.4 (122.7). Page 32

• STERLING lest S points to \$1.708. It rose to DM 4.3 (DM 4.295), FFr 1L95 (FFr 11.925) and SwFr 3.675 (SwFr 3.6725), but fell to Y440.75 from Y443.

• EQUITIES opened well, but lost ground later. The FT 30-share index was down 3.8 at 551.4. Page 31.

• GILTS were strong, with medium issues showing gains of up to . The Government Securities index was up 0.17 at 70.02. Page 31

JAPANESE Nikkel Dow Index closed 73.2 down at 6.961.91, its lowest since March



17. Dealers said selling centred on export-oriented stock.

GOLD rose \$7.5 to \$314.5 in London. In New York, the Comex July close was \$322

• LORD WEINSTOCK, chief

executive of GEC, the UK electrical group, is to meet AEG-Telefunken workers to discuss GEC's role in the West German group's rescue. Back Page

• INVESTMENT OVERSEAS produced record £26.47bn in UK invisible earnings in 1981. 13 per cent up on 1980. Page 6

• MERCHANT SHIPPING contributed £1.11bn to the UK balance of payments last year, against £1.15bn in 1980, said the president of the General Council of British Shipping.

• U.S. ELECTRONICS manufacturers account for almost a third of the industry's sales in Western Europe, says a report.

• ITALIAN BANKS will decide today whether to provide more funds for Banco Ambrosiano to aid financially troubled overseas associates. Page 24

• IMPERIAL GROUP, whose interests include tobacco, food and leisure, reported a 122 per cent increase in pre-tax profits to £65.8m in the half year to end April. Page 20; Lex, Back

 GENERAL ELECTRIC CO. the U.S. industrial group, announced second quarter profits up 7 per cent to \$465m (£272m), taking half-year profits to \$842m, 6 per cent up on the first half of 1981. Page 23

 SOUTH AFRICAN Breweries, the consumer goods manufac-turer and distributor, has raised \$100m (£58.5m) from a group of seven U.S. banks.

 COURT (FURNISHERS) raised second half pre-tax profits by £220,000 to £2.95m to hring ils total for the year to end March to \$4.6m, against £3.76m.

 Jackson Ex.
 116 + 10

 Marinex
 103 + 6

 De Beers Dfd.
 204 + 20

Broken Hill Prop.... 386 - 8

Davy Cpn. 115 - 6

Granada A 174 :- 4

GUS A 470 - 10

Ti 162 - 4 Thorn EMI 390 - 10

Gold Petroleum ... \$7 - 6
Durban Deep 525 - 16

FALLS:

EEC-U.S. talks on new scheme for steel export licences

FINANCIALTIMES

BY GILES MERRITT IN BRUSSELS

EEC export-licensing scheme for steel, devised by the European Commission as a means of regulating steel sales to the U.S. and ending the Reagan Administration's measures against Community steelmakers, will figure high on the agenda of top-level EEC-U.S. talks in Brussels.

The plan will be put to Malcolm Baldridge, the U.S. Commerce Secretary, when be meets Viscount Etienne Davignon, the EEC Industry Commissioner, and Wilhelm Haferkamp, External Affairs Commissioner, today to discuss the worsening

transatlantic steel row. Mr Baldrige is accompanied by Mr Lionel Olmer, U.S. Under-Secretary of Commerce with repsonsibilities for inter-

The export quotas plan has been refined since first being outlined to the U.S. in what turned out to be a vain hope of beading off the preliminary countervailing duties on EEC steel imposed by Washington in mid-June after complaints about European prices by U.S.

The licences for steel exports fraudulent transhipments of to the U.S. would be granted by the European Commission countries.

under a system tightly linked to EEC rules on prices and pro-duction levels throughout the

The quotas, lika the steel production limits imposed by Brussels since November 1980, would be determined in relation to a reference period establishing each steelmaker's traditional U.S. sales volume.

U.S. officials indicated yesterday that Washington saw no legal barriers to such an official restriction of evports, whereas the self-restraint arrangements at industry level previously un-der discussion had risked in-fringing U.S. anti-trust law.

American reservations over the licence scheme therefore centre on the difficulties of securing EEC steel-producers' compliance with the quotas, and on the key question of the overall steel tonnages from the EEC that the system would

Brussels Commission officials suggest that the licence scheme would be operated in conjunction with the production con-trols, and that the mechanisms for policing steel output would also, therefore, prevent possible

The level of total EEC steel tonnages acceptable to the U.S. as the price for ending the measures against allegedly sub-sidised steel remains the crucial

The EEC position is that its traditional share of the U.S. steel market is some 6m tonnes annually, while U.S. offers are reported to put the acceptable level of EEC exports at only

Mr Baldrige's sudden decision this week to visit Brussels for talks on steel is nevertheless being seen as an encouraging

It followed a U.S. Cabinet meeting that discussed U.S.-EEC trade tensions, and clearly reflects the importance that the Reagan Administration attaches to the statement warning Washington against souring of trans-atlantic relations issued by EEC Heads of Government after their Brussels summit at the end of

The European Court of Justice has rejected a suit by Kloeckner, the West German steel group, contesting the production quotas set by the Com-mission in the second quarter of 1981, Kloeckner sought an increase in its quotas. UK sleel consumers attack

pricing policy, Page 8

Iran's plea to raise oil output threatens Opec

BY RICHARD JOHNS IN VIENNA

THE ORGANISATION of Petroleum Exporting Countries' frag-mented agreemnt on control of produccion may collapse alto. Iran however, has never gether during the organisation's to abide by the quotaministerial conference which starts in Vienna today.

strained and acrimonious meeting. Other members also want an increase in their production quotas.

The majority, however, still believe that the ceiling on collective production of 17.5m barrels a day orginally set in March, should be maintained for the time being to avoid the downward pressure on the reference price of \$34 per barrel for Saudi light crude.

The immediate problem fac-ing Opec is how to reconcile during June. Iran ba sbeen

pumping as much as 2.2m b/d, 1m b/d above its allocation laid down by Opec in March. Iran however, has never agreed

be given £1.25m to cslablish a cstablish a secret (with reference to the conflict with Iraq). However he implied that it was, indeed, in the 2 to 2.2m b/d range. Most Opec members agree

that the production quota allocated to Iran four months ago was too low, despite a general agreement that in the present market conditions the overall Opec ceiling of 17.5 b/d should not be raised.

The strains within Opec were highlighted on Wednesday by Venezuela's threat, primarily the output ceiling with actual output of the 13 members consumption, to increase its out-which rose to at least 18.2m b/d put if other members did not

Sr Humberto Calderon Berti, Venezuelan Minister of es and Energy, said Varezuela would have no probto abide by the quota.

On bis arrival in Vienna, Mr

Mohammed Gharazi, the Iranian
Minister of Oil, refused to say

Ishva want- its quota nave no problept in exporting an additional

30,000 to 400,000 b/d above
its/present 1.5 b/d allocation. to 1m b/d, the level maintained

tion of 800,000 b/d ln March.

Both Nigeria and Indonesia

also feel entitled to a larger volume. Opec's moniloring committee. which has been meeting in Vieuna this week, will recom-mend to the full ministerial conference maintenance of the 17.5m b/d ceiling and urge

adherence to it on a monthly. as opposed to a quarterly, basis. Nevertheless, Venezuela and Indonesia believe that a decline in the rundown of oil stocks in industrialised countries should allow an output of 19m b/d by September.

BNOC oil find, Page 6

Train drivers step up picketing

BY PHILIP BASSETT, LABOUR CORRESPONDENT

TRAIN DRIVERS vesterday sharply stepped up picketing in the rail strike. While their action seems to have checked the drift back to work by some drivers, it failed to prevent British Rail again slightly increasing the number of train services it was able to run.

BR decided vesterday to maintain services on the network next week.

It reported the increased picketing, but said that it was orderly, in the main. Members of the Associated Society of Locomotive Engineers and Firement concentrated their efforts at depots which have so far seen no pickets.

The increase had a marked

effect on BR's early services. In the period up to 10 am, it was able to run only 464 passenger trains, compared with 497 in the same period the previous day. By 2 pm, as picketing cased, BR's position had slightly improved with a total of \$19 trains having run, against 835 by the same time the previous

By 4 pm, the effect of the picketing had lessened consid- members and 270 members of erably, so that BR was able to the rival National Union of tally 1,176 trains in all comfigure of 994. The projection to midnight was 1,630, but this appeared likely to fall closer to

BR's long-term finances, Back Page U.S. rail dispute, Page 4 Other labour news, Page 9

Wednesday's actual figure of

Services varied in the regions. By 4 pm, Western region was still the worst hit, with only seven passenger and four freight trains running against nine and 12 the day before. The highest figures were on the Eastern region, which ran 373 compared with 205 and 32 tha day before The number of drivers work-

day before. Yesterday's figure was made up of 351 Aslei Railwaymen, against 291 and pared with the previous day's 262 respectively the previous day.

However, the overall projected figure of 750-800 ls likely to compare closely with the 765 total on Wednesday, indicating that the drift back to work may have been halted. achieved partly by picketing, and partly by Asief officials persuading drivers at such depots as Bury and Bolton, which had voted to call off the strike, to reimpose their action.

The BR board executive's decision to maintain services next week, came with an offer to drivers of an inducement in the form of possible overtime passenger and 44 freight trains, earnings at the weekend if they ran trains on Sunday over roules which have remained open this

Mr Cliff Rose, BR board mem Continued on Back Page

621 by 4 pm, against 553 the CONTENTS

ing showed a slight increase to

Cost of cashless future: Europe's Bank workers ______ 19 Politics Today: If it were as easy as that 18 Commercial Law Report: International Management: New strategy centre at London Business School 16

Technology: Designing the "human computer 16 Lombard: St Michael and the pension funds 19 Editorial Comment: Polish debt; U.S. tax rate 18

Foreign Exchanges 32, Gold Markets 29 Intl. Companies ... 23-25 25 17 22 22 29 Arts
Benk Return
Rase Rates
Commodiles Wall Street London Options ... Men & Matters ... European News ... European Options FT Actuaries

TV and Radio 15
Unit Trusts:
Authorised 32
Others 35
Wastler 36
World Trade News 4
World Valus \$ 31
UNTERIM STATEMENTS Imperial Tobacco 2 ANNUAL STATEMENTS For latest Share Index phone 01-246 8026

Wall St selling hits big banks

By David Lascelles in New York

U.S. BANK shares came under heavy selling pressure on the New York Stock Exchange yesterday as the repercussions of Monday's collapse of a bank in Oklahoma bred fears of further upheavals in the financial community.

The share price of virtually every major U.S. bank was affected. By noon some of the largest — Chase Manhattan, Continental Utinois, Chemical Bank, Citicorp, Bankers Trust and J. P. Morgan — hit their lowest trading levels in a year or more.

part by the retreat of the Stock Market as a wbole. It clearly marked a further deterioration of investor-confidence in U.S. financial institutions, however, and extended a decline which has been evident since the huge default by the securities firm Drysdate Government Securities last May.

The resurgence in U.S. interest rates, with the collapse of Penn Square Bank of Oklahoma on Monday, entailing further sizeable losses for some banks, have made things worse. Fears on the possibility of more failures are being expressed publicly and privately along Wall Street.

Shares in Chase Manhatlan, which was hit by both the Drys-dale and Penn Square failures, fell another 11 points, to about 351, by noon yesterday, extending a dramatic decline from its 55 high just two months ago before news broke of Drysdale's losses. Continental Illinois, whose

second-quarter earnings will be wiped out by the Penn Square fallure, suffered its third day of heavy selling. At noon it had lost another point, at 181, having its lowest level since 1976. Only a few months ago it traded at 40. The sell-off was not confined. however, to banks which have been directly affected by wellpublicised sbocks. Citicorp was trading at a 52-week low of 211. Morgan, parent of Morgan Guaranty Trust Company, among the most respected last month, against an allocabanking names on Wall Street

> week high of 59%. The financial community's fears centre not so much on the security of hig bank names but on the small failures which. as recent experience has shown,

sank more than 2 points to 462

at noon, compared with its 52-

Continued on Back Page Continental Illinois paper tumbles in Enromarkets. Page 23

ICI issues writ over Government tax concessions

BY SUE CAMERON

IMPERIAL Chemical Industries has taken the unprecedented step of issuing a High Court writ against the Government over special tax concessions to rivals.
1CI, Britain's biggest manu-

facturing company, claims the tax concessions are nothing more than government subsidies and will therefore breach EEC rules under the Treaty of Rome. The Government itself made clear last night that it would fight 1Cl every inch of the way, and it is apparently confident of winning. But within Whitehall there was grave concern about the wider legal and con-

stitutional implications of the company's move. Fears were expressed that even the most ardent supporters of the EEC might change their views if they found the will of the British Parliament, as expressed in the Government's tax decisions, could be overturned

in the courts. The tax concessions themactives are embodied in the Finance Bill now going through Shell, Esso and British loy the benefit of cheap raw Petroleum to sell low-priced materials. They are evidently diaries for use as feedstock. The pared with the current price of plan is that the Inland Revenue should accept a low ethane pay for its naphtha.

transfer price between the oil ICI bas been lobbying the companies and their subsiGovernment for months over the transfer price between the oil companies and their subsi-

ICI will gain nothing from the concession because it is not the chemical subsidiary of a North Sea oil company, and it uses oit-based naphtha, not be given to ita oil company ethane gas, as a raw material rivals. ethane gas, as a raw material at its huge Witton petrochemicals comolex on Teesside.

The company has warned that the tax concessions to its rivals will ultimately force it to shut the Wilton complex with the loss of 9,000 jobs. But last night it seemed ministers were taking the threat too seriously.

It appears, however, that Whitehall is now grudgingly admitting that the tax concessions were decided on only after Shell and Esso had threatened to ahandon their £500m petrochemicals project at Moss-morran in Fife and after BP Chemicals threatened to shut its Grangemouth petrochemicals plant in Scotland.

The lax concessions witt mean that Shell. Esso and BP will face comparatively small hills for petroteum rerenue tax on their cthane gas sates and their the Commons. They will crashe chemical subsidiaries will enethane gas from the North Sea expecting to pay well under 16p to their petrochemical subsi- a therm for their ethane com-33p a therm ICl is having to

diaries for tax valuation pur- tax concessions, Earlier this Once agreed, the tax summer it demanded a special reference price will hold for deat over its purchases of periods of up to five years. naphtha

Interest rates hint

BY MAX WILKINSON, ECONOMICS CORRESPONDENT

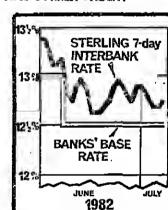
AN UNAMBIGOUS signal was flashed from the Bank of England yesterday that it would like the clearing banks to cut their base lending rates by & a percentage point to 12 per cent. The signal was an ! point ent in the rate at which the

Bank snpplies assistance to the money markets through from the discount houses. This follows a series of cuts this week on the rates for medium and longer dated The key rate on the so-called "hand 1" bills had

remained unchanged at 12; per cent since June 8, when base rates were reduced to their present 12! per cent. Base rates were last at 12 per cent in the summer of 1981 but they have not been

Continued on Back Page

Money Markets, Page 32



£ in New York

July 7

Spot \$1,7160-7150 \$1,7140-7150 1 month 0.42-0.47 pm 0.42-0.46 pm 3 months 1.53-1.40 pm 12 months 5.15-5.25 pm 4.65-4.75 pm

Wherever it's being... excavated, shifted, levelled, crushed, graded, compacted or transported...

25. Berkeley Square, London WIA 4AX The world's largest distributor of earthmoving equipment

Sales, service and parts facilities in ... United Kingdom and Eire, Angela, Australia, Bangladesh, Belgium, Botswana, Burma, Canada, France, West Germany, Ghana, Ivory Coast, Kenya, Liberia, Netherlands, Nigeria, Pakistan, Portugal, Senegambia, Sieria Leone, Southern Africa, Sri Lanka, Spain, Tanzania, Zaire, Zambia, Zimoabwe.

Spadolini pledges action on wage indexation system

SIG GIOVANNI SPADOLINI, on which the future of his yearthe Italiau Prime Minister, said old government depends, yesterday that his government would act to reduce the effect Premier to state his programme of the scala mobile wage indexa- to parliament was caused by the tion system as part of its serious split in his cabinet economic package to stopt he between explosion of the public sector and Socialists on the wage

But it would insist that the employers in the state sector who have said they will cease to honour the scala mobile recoke their decision. Prime Minister was

addressing a packed session of enable bis government to the Senate in a crucial speech continue

Christisn Democrats

indexation Issue. It will not become clear until today, when the Senata debates the issue, whether the Prime Minister's statement will sufficiently satisfy both the main parties in his coalition and

initially pleased with what Sig Democrats were disappointed coalition members." and sald he ahould have heen tougher.

Sig Spadolini made a atronglyworded plea for an end to the intense inter-party bickering that has affected his govern-ment for the last three months and prevented it from introducing the urgently needed aconomic package.

He asked his coalition part-

ners to unite on a common the Socialists, wanted to order programme. "We do not intend. Intersind to back down. The

But while the Socialists were to retreat," he said, "but It Christian Democrats sald they hasket on which the scala mobile would be impossible to go on

> by the decision of Intersind, to discuss It. which represents the management in the mam atate industrisl concerns to follow Confindustria, the private employers association, in saying they would cease to honour an agreement on scala mobile when it expires next February.

Sig Spadolini supported by

would only accept this if the Spadolini said, the Christian without commitment from the Government acted immediately to reduce the effects of the The latest crisis was provoked system, and the unions agreed

> Yesterday Sig Spadolini re-iterated the need for the public sector companies to back down. He said that the package of measures to cot the public sector. deficit, which has expanded far beyond the Government's declared limits, would include beyond both the raising of the VAT tnd a measure to remove the effect of this tax increase from the

Bonn braced

for fight

on defence

By Jonathan Carr in Bonn

Bonn parliamentarians

46.1bn (£10.7bn).

THE WEST GERMAN GOV-

ernment is bracing itself for

sharp criticism from two

opposing sides — the U.S. Administration and left-wing

the proposed defence budget for 1983.

According to estimates approved by the Cabinet this

week, defence spending next year will rise by 4.1 per cent

in nominal terms to DM

It is not expected to be long befora Washington makes

clear its concern that Bonn

will thus be falling well

below the Nato pledge, made in 1978, to try to boost defence spending by 3 per

cent annually in real terms.

Chancellor

At the sama time, members

Schmidt's Social Democrat

Party (SPD) are already not-

ing sourly that the defence budget in 1983 will be rising

by more than double the aver-

age increase for the budget as

a wbole—1.9 per cent in

In particular, the SPD points out, that at a time of

record unemployment, next

year's labour and social affairs budget allocation is being cut by 9.8 per cent to DM 53.2bn

(£12.4bn) and the sum for the

Yonth and Family Affairs

Ministry by 3.1 per cent to DW 18.2bn (£4.2bn). Open criticism is being muted in advance of the sum-

mer break, but SPD deputies seem bound to make their

views clear when the budget

is given its first reading on-

ted by U.S. criticism that the

West Germans are "missing

the 3 per cent target." It points out that, throughout

the 1970s lts defence expen-

diture rose at an annual

average rate of 2.8 per cent

in real terms, while that of

the U.S. fell by a real 1.9 per cent annually over the

Experience has also shown

that the defence budget has

a tendency to overrun the

Boun has long been frrita-

nominal terms.

September 14.

same period.

original estimates.

index is based. He said he intended to reduce

the deficit, by at least L8,000bn (£3.3hn) to L10,000bn. This would be done by rises in charges for haalth and social security cuts in transfers to local authorities, and a 1 per cent cut in real terms in Government current spending.
The package would form part

of the Finance Bill for next year which must normally be pre-sented by September 30. In this case it would be presented by

French Government expected to ease price control rules

BY TERRY DODSWORTH IN PARIS

THE FRENCH Government is is on the blockage of promoregulations.

Officials confirmed last night that the measures would be the National Prices Committee, which brings management and which brings management and unions together with the Government in a discussion forum. But they emphasised that the changes being envisaged were meant to deal only with bardship cases.

The adjustments come against background of hardening pposition to the Government's prices policy, which was announced in the wake of the devaluation of the franc last month. Margins were frozen completely from June 11 to the end of October, with the exception of a limited number of products, including energy prices and fresh foods.

Yesterday, the French the employers' Patronat. association, denounced the price. freeze as an "economic disaster," expressing its total disagreement with the Government. The national representative body for the distribution profession also warned that it would bave "disastrous" con-

expected to bow to pressure tional prices. Companies runfrom industry and commerce ning big promotions will now today on some adjustments in he shla to change back to the its Draconian price control former price of the product before stocks run out. In addition, the system of "client-by-client" control, which

announced after the meeting of means that prices have to be the National Prices Committee, charged at tha level of the previous contract between the supplier and customer, is to he dropped. This means that companles will be able to charge tha prica that existed on July 11, rather than prices which, in some cases, could refer to previous orders several years

From the beginning of the freeze, the Government has promised negotiations specific cases. But the Patronat wanted much larger concessions, including the immediate ability to recuperate raw material and energy costs, the rapid authorisation for new product prices, and the abandonment of the system under which new taxes are included in the frozen

While accepting marginal adjustments, however, the Government is sticking to its short-term freeze startegy, while planning a system of controlled liberalisation in the period afterwards. Ministers are now talking of an 18-month dose of The main adjustment being austerity simed at putting the considered by the Government French economy into shape.

Chirac victor in dispute over Paris reorganisation

M JACQUES CHIRAC, Mayor of city, and a wide cross section Paris and principal opposition of the Press has condemned the leader in France, has emerged the first skidmishes in the fight political platform. over the Government's reform

flect the widespread criticism Government, M Pierre Maurey, ing substantial powers in the hands of the Mayor. In particu-

alf-out attack on the proposals. ties. The Government has been W

The unions accepted the ceiling on wage rises this year— in the context of a new unified salary scale for all banks-on which the bank governors had insisted from the beginning. Wage rises this year are not to excead 17 per cent for staff earning above Dr 30,360 (£253) per month, but may rise by up to 25 per cent for those earning below that figure. Mr Arsenis said that this kept the award for this year within the limits set by the Government's incomes

From next January, bowever, those receiving a maximum in-crease of 17 per cent will receive a supplementary rise bringing the total to 25 per cent. Also from January, there will be additional long-service payments, and the period of military conscription served by male employeea will count as work with the bank.

calculation of salary.

Arsenis to stay Greek bank chief

Mr Arsenis ... now a Minister

By Victor Walker in Athens

MR GERASSIMOS ARSENIS is -to retain his post as governor of the Bank of Greece despite bis appointment as National Economy Minister in weekend government changes. This was announced by a government spokesman a few hours after mediation by Mr Arsenis bad settled Greece's 43-day bank

The spokesman said administration of the Bank of Greece would be carried out by two deputy governors—Mr Dimitrios Halikias and Mr Evangelos Kourakos. Both are long-term senior officials of the bank.

The dual role for Mr Arsenls is expected to draw criticism from the orbisition New Democracy Party on the grounds of a possible conflict of responsi-hilities. The Bank of Greece traditionally has kept aloof from government policy-making, and the former governor of the bank, Professor Kenophon Zolotas, had considered it his duty to be prepared to criticise government decisions in the Mark Chirac's administration of the Parislan sent a considerable counterpublic. Opinion polls show a weight to M Chirac's authority, large measure of approval for especially in Socialist areas of M Chirac's administration of the economic sector with which be

Mr Arsenis settled tha bank strike on only his second full day as a minister with s com-promise formula that offered the unions more than the banks had been prepared to grant, hut only from next year.

The unions had sought to have the unified salary system apply without any ceilings and also wanted jobs beld elsewhere before joining a bank to count as service with the bank in the

They said that although the formula did not satisfy their demands, it covered the basic points. It was accepted, the unions said, as a practical demonstration of willingness to

BY TERRY DODSWORTH IN PARIS

plans for the city.
In a measured attempt to de-

plan as a clumsy attempt in with a victory on points from deprive M Chirac of a national M Mauroy, in effect, is now banding back a large part of

this platform to M Chirac, who that has rained down on the grasp of the public relations Government, M Pierre Maurey, possibilities of his job. It rethe Prime Minister, has come up mains to be seen, however, if with compromise proposals leav- the Mayor will accept the olive branch and allow the conflict to die away.

lar, the Mayor will retain the The root of the problem is sole right to collect local taxes: that the Government is still in-. M Mauroy's initiative is desisting that it will press ahead signed to cut the ground from with the establishment of 20 under M Chirac, the leader of locally-elected district councils the new-Gaullist RPR party, as in the city with their own be mobilises his forces for an mayors and local responsibili-

While these councils will not made embarrassingly aware in have the sweeping powers enthe past few days that it was visaged under the original fighting an unpopular battle plans, they are likely to reprelarge measure of approval for especially in Socialist areas of M Chirac's administration of the the city.

Former Ministers call on Balsemao to resign

BY DIANA SMITH IN LISBON

TWO FORMER Portuguese should be found. No names Cabinet ministers, both prominent Social Democrats, have sent a letter to their party committees calking for the resig-nation of Sr Francisco Balsemeo, the Prime Minister and president of the party.

He is accused of failing to improve the country's economic situation. The inflation rate has been more than 20 per cent for over a year, the balance of pay-ments showed record \$2.6bn (£1.5bn) deficit last year, and agricultural and industrial production have slumped. For Sr Eurico de Melo, Min-

ister of the Interior in the Gov-ernment of the late Sr Francisco sa Carneiro, and Sr Anibal Cavaco Shva, Finance Minister in the same administration, It is their second attempt to dislodge Sr Balsemao. They spearheaded attacks on him last aummer, causing Sr Balsemao to resign temporarily as a ploy to silance his critics. His opponents, largely conservatives, re-sented the Premier's concilia-

tory style. Sr Balsemao's tactic worked, for his adversaries had no alternative candidate to offer. However, his position remains deli-The economic crisis and Sr

Balsemao's low-key style bas led to persistent speculation in his party that another Premiar

have been advanced as possible had been thought more suitable to defer any changes until the constitution is reviewed and local elections held at the end of the year.

In their letter, published in the right-wing daily newspaper "O Dia," the two former ministers praise Sr Bslsemao'a courage in taking over the party leadership and premiership at a very difficult time after the untimely death of Sr sa Carneiro In December 1980. However, they ask him to "think of the nation and recog-nise that he must be replaced." Portugal's economic, political and party situation gives rise to the deepest concern, the letter

says warning that the ruling coalition of Social Democrats, Christian Democrats and Monarchists shows signs of internal rifts and mistrust. The former ministers claim the ecocomic and financial sltuation has deteriorated to the

point where Portugal's development and the prospect of im-proved living conditions could be compromised for years. The Government must regain

the confidence of the Portuguese, they say, especially those who voted for the coalition, and show a firm Image.

Nato tables plan for force cuts in Europe

substantial cuts in military four stages spread over seven manpower in Central Europe, aimed at reviving East-West proposed reductions in two negotiations that have heen phases, with a separate agreedeadlocked for nesrly nine ment for each

The North Atlantic Treaty countries with Organisation plan envisages reducing Nato and Warsaw Fact land and air forces in the ceiling, conference officials presented by Herr Wslter Boss, blocked progress. central area of Europe- said,

VIENNA—Western nations including the two German yesterday tabled a formula for states—to 900,000 men each in years. Previously the West had

The proposal imposas obligations from the outset on all troops

to include a clear commitment ference. to limit growth of the West

The announced by presented by Herr Wsiter Boss, the West German envoy, in the Rauter

Thia is intended to answer form of a draft treaty at the Communist complaints that 312th plenary session of the 19earlier Western proposals failed nation troop reduction con-The 900,000-man total on

German army, Nsto's biggest each side, with a sub-ceiling of single fighting force in Europe. 700,000 for ground troops, has already principle by both sides. But a President dispute over present force

Arrests deal blow to Solidarity radicals

BY CHRISTOPHER BOBINSKI IN WARSAW

A SERIES of arrests in recent 1rena Romaszewska, one of the seized by the suthorities same in Warssw. They claim to weeks have dealt a serious blow announcers and a worker at the weeks ago. to the radical wing of the suscolour television factory in Apart from transmitting Warsaw area and have been
pended Solidarity movement's Plaseezno just outside Warsaw, news bulletins once a week, the urging a general strike in the clandestine organisation in

The Polish authorities say they have arrested some of ing radio equipment ioto have of those involved with the secret Polsnd hidden among medical means radio transmitter in the capital equipment destined for the which first went on the air to- internees. wards the end of April and broadcast once a week until

Noel, a Belgian whom the Zbigoiew

Solldarity has at least two Poznan and Gdansk. Among those detained is Mrs equipment in Warsaw was the radical wing of the union the authorities recently,

Also arrested is Mr Roger broadcasts were seen by Mr autumn. Howevar, Mr Zbigniew Romaszewski, press here has accused of bring- Solidarity leader who claims to capital, is less enthusiastic and radio equipment ioto have organised the radio, as a preliminary soundings among of communication general strike.

between isctories in case of a for such a course, He snd the Solidarity Inter- some Warsaw underground pubother transmitters at work in factory Workers Committee, of lications and four printing

represent some 60 plants in the

The srrests have also affected The which he is a leader, represent works have been discovered by

David Buchan reviews a loyal Soviet ally's economic reforms

New growth in Bulgaria's garden

TAKING Voltaire's advice, the vides 25 per cent of all elec- Euromarkets io December 1979, central planning less cumher-Bulgarians have kept their tricity generation (a ratio heads down and cultivated oratched in the West only by their garden. They are now France and Balgium). more prosperous than at any Add to this the oil in which—time in their chequered Balkan handly for Bulgaria—major history. But the chilly East- Opec countries are currently West winds that are blowing choosing to pay for Bulgarian even in this remote coroer of goods and services, and it is Europe make that prosperity clear Bulgarla presently has

Bulgaria does more (70-75 per cent) of its trade inside Comecon than any other Comlates it to a large degree from President Reagan's economic sanctions, but makes it more dependent than any other Comecon country on the Soviet Union, at a time when Moscow ls increasingly having to look after its owo hard-pressed economy.

Uniquely in Eastern Europe, Bulgarla has a declining foreign deht and a hard currency surplus. This gives it available cash to develop trade with the West, just when for political reasons, such trade ties look most vulnerable, It also happens to have surprisingly good relabours, Greece and Turkey. But, as Moscow's smallest and moat loyal European ally, it is and niu sthe the first to toe any confrontational line the Kremlin might order.

For the moment, Bulgaria and lcader, President Todor Zhivkov, are heing amply rewarded for their loyalty. This faithfulness is no hardship to them. Bulgarians have always been the most russuphile of the Soviet Union's neighbours-to the paradoxical extent of still having in the centre of Solia perhaps the only remaining public statue of a Tsar. (It is of Alexander II who weighed in on the Bulgarian side against the Turks in 1878.)

The Bulgarians deny there is to the point where it now pro-

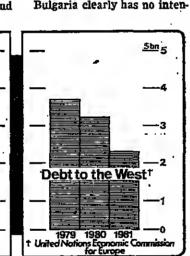
quite a lot of oil for re-export. leveis. the re-export,

1,000 Sm

---008

president of the Foreign Trade iotention of further floancial The other aim is to make borrowing until interest rates Bulgarian companies stand

mainly refined product and Bulgaria clearly has no inten-



₩Bulgarian National Bank

Convertible

currency =

Trade

balance*

decent profit. Hung With a helping hand from the Moscow and their own initiative. Fund (DMF). the Bulgarians were selected as the main electronics exporter in the Comecon system, Buldraws from Comecan specialisation is its assigned role aa builder of fork-lift trucks for the bloc. Nearness to left-wing and oll-rich markets, such as

any favouritism. But equally there is no indication that the cuts in Soviet oil imposed on several other Comecon countries are affecting Rulumia. It is been able to fill its shaps tries are affecting Bulgaria. It at home, mantain a sizeable still appears to he importing surplus on its hard currency 12-13m tonnes of Soviet oil, trade wilhout cutting imports, about 90 per cent of domestic and reduce its indebtedness to nceds. Those needs are declining, since Bulgaria has pushed its nuclear energy programme that combination. Western banks. No other East

petrochemicals, is probably at a tion of following Romania, decent profit.

Hungary and maybe Poland into International Monetsry

within Comecou, a \$2bn garia is taking some precautions (£1.5bn) a year business mainly against barsher times ahead directed at the Soviet Union—and, perhaps, the day when the and which, incidentally, covers Soviet Union will keep its oil their Soviet oil hill. The other for itself. In a sense harsher handsome hencit Bulgaria times are alresdy upon Bul-1976-80 was 8 per cent, but that death last year. forecast in the current 1981-85 plan is only 4 per cent.

Reagan persuades the West to themselves to setting general restrain lending to the East, targets and individual community vesselin Rankov, first deputy panies are to make their own counterplans," filling in the Bank (the country's borrowing details of how the targets are arm), says Bulgaria has no to be met.

The other aim is to make

more on their own feet. Subsi-At the same time, be admits dies are to be cut. In theory, Bulgarians have stopped revealing, but given the fact that "not unprofitable for us to
Soviet oil prices lag behind place our spare funds on the unemployment will result.

output, in the hope that workers will thus increase their productivity. But a major difference from Hungary is that Bulgaria has only very limited plans to Increase the scope of its private sector. So far only minor private operations have started up in services, mainly in The internal contradictions in

the Bulgarian reforms, such as the fact that ceotral planners are not going to lose their hold over allocation of foreign exchange, raw msterials, energy and fixing prices, could reflect uncertainty in the government and party about how far to go down this new road. Some observers are a group of Politburo reformers in Mr Andrei Lukanov, Mr Ognyan Doinov, and Mr Todor Bozhinov, set sgainst conservative ideologues like Mr Alexander Lilov and Mr Stoian Mikhailov with President Zhivkov and Mr Grisha Filipov, his Prime Minister, floating somewhere in

Officials in Sofia insist the economic reforma are being made for internal reasons-not just to have a more flexible system to deal with Western times are alresdy upon Bulcompanies. So they will go garia: a country rapidly industrialising from a peasant past East-West tensions. But some which has found that dearer raw materials and a no-longer-in cultural policy, which Mr rising workforce have put a Zhivkov's daughter Lyudmida premium on productivity. The opened up to Western infinence average annual growth rate in until her unexpected and early

President Zhivkov has learnt In his quarter of a century in Bulgaria has quietly launched power to resd the wider polisomething called a "new tical climate. He may want economic mechanism" this more time to check the mood year. The label is consciously in Moscow and see how the

Schmidt presses **Dutch** over Cruise missiles

By Walter Ellis in Amsterdam CRUISE MISSILES were the main item on the agenda when Chancellor Helmut Schmidt arrived in The Hague yesterday to begin the first official visit by a West German head of government to the Netherlands since He is anxious to persuade

Mr Dries van Agt, the Dutch Prime Minister, to agree to station 48 of the controversial missiles in the Netherlands as soon as possible.

Mr van Agt' own Christian.

Democrat Party is divided on the issue, its coalition partners, Democrats 66, wants

to wait to see how East-West tensions develop, and the Labour Party is totally opposed. Only the centreright Liberals are in favour, and even they contain several doubters. At least half of the Dutch

population, according to opinion polls, is unhappy about the missiles. The Government has taken the view that a decision should depend on the outcome of the East-West talks

on medium-range nuclear borrowed from the Hungarians, East-West situation develops co-operate in the new cabinet's but its substance goes less far. before committing Bulgaria to missiles which began in efforts to bring about economic Bulgaria last borrowed on the One main aim is to make a new course. Geneva last month. Dankert struggles to convince sceptics on MEPs' expenses

BY JOHN WYLES IN STRASBOURG

"THERE IS no reproach to he reports of members drawing main strictures and recommen- accounts, for the payment of focus of the auditors' report. November, this money has not absolved by Mr Dankert of any levelled against members," said helty advance expenses for dations and is instituting speedy a rather distrissed Pieter Dan- which they were not properly reforms. Ernst and Whinney kert, president of the European called to account. Parliament, yesterday in an Mr Dankert could not and attempt to convince sceptical would not deny yesterday that journalists that the parliament's abuses had been committed. 434 representatives have not But the extent to which mem-

Mr Dankert has been waging a measure of the woefully ina losing battle for the past few adequate secounting procedures not yesterday rule out an even-months to limit the damage in- and administration which the tual police investigation. The accounts system. Having drawn flicted on the parliament's court of auditors have un-reputation by leaks of an explo-covered. sive report by the Community's court of auditors.

This study of the parliament's cash office during 1981 has led pollucal censure.
to the transfer of two officials The parliament to other duties and lurid media has accepted all of the auditors' running a system of "imprest" B

heen growing fal on fiddled ex- bers have been "horrowing" penses for the past three years. from the parliament is largely

> No evidence has appareotly heen unearthed of individual wrongdoing worthy of legal or tration of the members' cash

have been called into improve accounting procedures while the Belgian accountants, Moret snd so far been satisfactorily explained.

core of the auditors' complsint their allowances, members could between these various balancea is that the parliament's financial go for months without being except for around £52,000 regulations have been consist- called to justify their expendiently hreached in the adminisoffice. -

Obviously, Mr Dankert would latter category and that It did secount. accounts system. Having drawn brought about reconciliations tures so that several did, indeed.

run up debts to the parliament which were only belatedly paid

"urgent allowances." These which uncovered a chaotic yet been traced, would include members' £58 a administration system in the Looking at the day attendance allowances at cash office and a widespread plensry sessions and committee incidence of mismatching meetings, their travel allow- balances between the office's Limperg are investigating ances and accretarial and office accounts and individual bank irregularities" which have not allowances. The auditors said that there accounts (the office used 22 was nothing urgent about this currencies) and the general

> Subsequent investigation bas Although there was an attempt off. to record the transfer as taking
> But this was not the real place last September and

et been traced. wrongdoing and have paid back Looking at the Midland Bank their small "windfall" gain account alone, the report found 53 payments recorded in the ing documents.

into the acconots in Irisb punts which was moved from the had been executed by the bank Midland Bank in London to in more valuable sterling.

Luxembourg this spring. But these were sll for smallin more valuable sterling.

In addition, travel and subBut these were sll for small sistence allowances will be paid
amounts and could easily have at the end of each month so that members, who have baen

The reforms to be introduced shortly are aimed at cleaning up cash office's accounts which bad administrative procedures and not been executed by the bank removing the possibilities of abuse. The payment system is recorded without any support- to be computerised in October and transfers made to members' Another 45 payments had bank accounts rather than by been executed by the bank, but cash or cheque. If allowances were not in the cash office's are not fully accounted for by books and 20 payments entered members, then deductions will be made from the following month's payments.

been overlooked by the 15 Irish members' atendance records can be checked.

Danish trawler 'kidnaps' official RIEL - A Danish trawler

crew "kidnapped" a West German fisheries official in the Baltic yesterday, according to Schleswig-Holstein's Agriculture Minister, Herr Gnenther Flessner.

Two trawiers from Bagenkop, Denmark, were stopped by a pairol boat for nsing illegal dragnets and fishing within West Germany's three-mile limit. They set off for home at top speed after the pairol boat captain boarded one of them but were detained after a Reuter

FINANCIAL TIMES, published delix extept Sundays and holidays. U.S. substription rates \$355.00 per annum. Second Class postage-peid at New York, N.Y., and at additional mailing

Bob Hawke . . . grooming himself for the job far years

Hawke bids to lead Australian Labor Party

By Colin Chapman in Sydney

THE AUSTRALIAN Opposition eader Mr Bill Haydan, clearly angared hy constant sniping and a challenge to his leadership from fellow front bencher and former union leader Mr Bob Hawke, last night summoned all Canberra next week to decide which of the two men will lead Labor at the next election,

"This kind of destructive behaviour has got to stop," Mr Hayden told the Australian Labour Party at its annual

conference. Earlier Mr Hawke had declared that if Labor was to win the next election, he would have to be the leader. Ha was commenting on a newspaper poll showing that Mr Hayden had fallen bebind Prime Minister, Mr Malcolm Fraser, in national popularity.

The irony is that Mr Hayden's tactics are exactly the same as those deployed by Mr Fraser when faced by a politically divisive challenge from Mr Andrew Peacock earlier this

Mr Fraser called a sudden meeting of Liberal MPs, and secured the numbers. Little has been beard of Mr Peacock since while Mr Fraser, despite a worsening of national economic problems, bas regained both confidence and support.

Next week's vote in the Parliamentary Labor Party will be touch and go for Mr Hayden, a former Federal Treasurer and one-time policeman. It is thought he will just scrape home with the support of cliques in the New South Wales party headed by the state aremier and ALP president, Mr Neville Wran, and Mr Paul Keating, the Opposition resources spokesman and a key party organiser. But one week of vigorous campaigning by Mr Hawke, a former Rhodes scholar, could make for a very

close fight.
Mr Hawke, who turns 53 in December, has never concealed his ambition to lead his party intn government. With every possibility of Mr Fraser calling a general election a year early October, he feels he must make his pitch now.

He has begun grooming him-self for the job for years. He no longer looks like the archetypal trade union leaderthe role hc played as President of the Australian Council of Trade Unions for a decade before entering Parliament in

Israelis prepare camp for prisoners

SPECIAL detention camp for Palestinian prisoners is rapidly being prepared here by the Israeli occupation forces, which claim to have captured and arrested up to 9,000 PLO men in the past month.

High embandments of fresh in the region, the mood of im-arth surround the camp, which potence and vulnerability is ringed by portable matal more ammediately obvious.

On the personal level, there earth surround the camp, which is ringed by portable matal watchtowers, a saries of barbed wire fences and closely spaced

Israel refuses to treat the PLO guerrillas as prisoners of war and promotgated a special miditary regulation which enables them to hold the guerrillas under a classification

of administrative detainees.

The advantage of this regula tion for Israel is that those held under it never have in ba brought to trial and can be detained indefinitely.

Having taken so many pri-soners whom it will not treat as prisoners of war, Israel decided to build a special detention camp at a point halfway between Tyra end Sidon, some 10 km

in the region and we will try tn get every ona of them,"
The spokesman claimed that
Israel had detained 9,000 people in southern Lebanon and that

many hundreds had subsequently been released. But the war against the PLO behind the Israeli front lines forces are daily discovering arms caches inside Lebanon and still expect to capture more

Anthony McDermott assesses Amman's anxiety over increasing instability in the Middle East

Impotent Jordan mourns Lebanon's humiliation

bumiliation at Israel's in- has learned enough to realise vasion of Lebanon has probably that opening up a front with been felt more acutely in Jor- Israel would be suicidal. dan than in any other part of

largest Palestinian population, outside the occupied West Bank and Gaza Strip. Because it has also been traditionally exposed to the political winds of change

are few residents in Jordan who electric fight poles.

A truck carrying two dozen
blindfolded prisoners arrived at
tha camp yesterday morning as
Palestimans here who still live in refugee camps.

In a period of ten days, the the fate of relatives living in to what is almost a sense of

and the West Bank in the 1967 front page stores about "the invasion of Lebanon and has were much less modern than The Israeli invasion of Leba- appear, the arguments will be war, did not participate in the Greek Arab Republic" hanning several times seen the resident those already delivered to Syria. non has, however, only partially and then they will be felt."

the Arab world.

Jordan has both the longest Palestine Liberation Organisation, front line with Israel and the tion was allowed to advertise tion was allowed to advertise front line with Israel and the tion was allowed to advertise front line Palestinian population, for voluteers to fight in A contingent of the Instead, Jordan had had to Palestine Liberation Army based in Jordan actually took part in the fighting. Those who were wounded and returned to Amman were visited in bospi-tal by King Hussein, thus perhaps belping to bead off some criticism that Jordan was making no contribution to the

Criticism bas instead focused on the nther Arabs - particularly those with close U.S. Red Cross has had to deal with at least 8,000 inquiries about Union. The leading Jordanian newspaper, Al-Rai, published a Lebanon. This has contributed pointed cartoon recently which to what is almost a sense of mourning, made more bitter by Gulf lying back in a deckchair toons and editorials has scarcely with a bottla of Cognac beside been matched by any form of



King Hussein ... blitter at U.S. attitudes towards invasion

Israeli ships from its ports and the Swiss Arab Republic' calling for a break in diplomatic relations with Israel But press criticism in car-

the impotence resulting from Jurdan's previous military encounters with Israel.

Jordan lost East Jerusalem and tha West Bank in the 1967

Great Arab Sensible. With a bottla of Cognac beside been matched by any form of diplomatic action. King Hussein appointed that the tracked Sambard is known to be extremely bitter appointed that the tracked Sambard in the societ Union and the were much less modern than invasion of Lebanon and has were much less modern than those already delivered to Syria.

U.S. Ambassador who has kept 'All this has aerved in fuel eclipsed Jordan's anxiety over the King informed about the Jordan's fears of greater in the fate of Iraq. King Hussein progress of talks aimed at re- stability in the region ahould has given unstinted support to solving the crisis.

Jordan has been hardly less frustrated at EEC attempts to equate an Israel withdrawal from Lebanon with similar action by the Palestine Liberation Organisation.

King Husseln's visit to the Soviet Union last week did little to deflect accusations that Moscow's support for its friands in the region was both too little planned some time ago as a largely private initiative, resulted in rather too much time baing spent on the Black

The King met some senior Government Ministers but cut short his trip when it hecame clear that there was not to be a session with the ailing President Leonid Brezhnev. He returned to Amman frustrated by his lack of diplomatic schievement and also dis-

tha Palestinian guerrillas De Presidant Saddam Hussein'a war ejected from Lebanon. If the effort and the Iraqi defeats and PLO was forced underground, subsequent withdrawals put at some Jordanians suspect that it might revert to terrorism

against not just Western targets but also moderate Arab states. For Jordan this might have greater impact if part of the

PLO were to set up in Syria. Relations between Jordan and Syria have deteriorated sharply over the past three years (they are on opposite sides in the Gulf war between Iraq and Iran) and there is anxiety in Amman that the Palestinian guerrillas could be used not just for cross-border attacks nn Israel but also against the Jordanian regime.

In turn, this might provide Israel with the pretext for turn-ing on King Hussein and no-ona is unaware in Amman that Mr Menahem Begin, Israel's Prime Minister, has many times stated that a Palestinian state already exists in the Middle East called Jordan.

some risk the economic boom in Jordan promoted by Iraqi supply contracts.

More seriously still, the possible overthrow of President Saddam Hussein by Shia extremists could bave an impact on Jordan's own religious fundamentalists. Although the Moslem Brothers are closely controlled in Jordan, they are thought to have a considerable informal following.

A Jordanian with detailed knowledge of the region summed up: "In the long run, Islamic fundamentalism will feed on the disasters in Lebanon and Iraq. Its supporters will ask what the so-called hardline Arab states have achieved, apart from mouthing slogans. will argue that an Islamic jihud (boly wsr) is the only way forward. They will find many listeners and although the effects may not immediately

Beirut's crippled hospitals are casualties of the Israeli's siege

his green theatre overalls that this.
night and was still wearing them the next day.

behind the Israeli front lines under the hospital and may well from the hills to the east. The has a kitchen, with which he has not ended. The Israeli be contaminated. He does have door has no glass, but Dr feeds the surrounding streets sterile disposable gloves, but Khaled blocks my way. "This where a bandful of the poorest particularly refers to the during bomba they are too valuable to be is the green, or rather the people in Beirut have remained. immense and extensive damage fuse patients thrown away and cannot be sterile, line," be says.

The kitchen is also shared to several different organs, in basements. properly sterilised unless there

The patient has acute bleed- with Ramallah, now doing about caused by cluster bombs.

The lift also

performed a craniotomy on Israelis, who bave heen tinker-Tuesday on the first floor of ing with power and water since Beirut's Gaza Hospital, slept in last Saturday, will not permit

The intensiva care room, the next day. where nurses are beginning to Sabra with 11 floors and 100 Dr Khaled, who is 34, wastes draw fluid from the unknown beds in 1975. his overalls by hand himself, patient's brain, is full of sand-

In nearby Sidon, an Israeli

RIMIN spokesman said that more DOCTOR KHALED, a neuro- is a secure source of unvarying ing within the brain and has nne delivery a day although on Pedestinian guerrillas were surgeon born in Jaffa, Israel, power for a specific length of about a one in 10 chance of sur- June 4, the day the attack on the lack of secure electricity and people are carried bodily down being detained every day. "We but trained in East Germany, time. It often seems that the viving with total paralysis of Beirut began, three women gave water although the Israelis or up stairs.

Hospital staff make no distinctive and problem concerns on the lack of secure electricity and people are carried bodily down viving with total paralysis of Beirut began, three women gave water although the Israelis or up stairs. The Gaza Hospital, which is run by tha Palestinian Red Crescent Society, began operat-Dr Khaled divides his prob-

> Dr Khaled now has seven but the water comes from a well bags for fear of Israeli shelling surgeons and 12 beds. He also

premature hirth in the base-ment, the lift and the lavatory.

lems into two sorts. First are those of warfare, comprising the danger to the building and the injuries caused by naw Israeli weapons which bave altered the "traditional" balance between death and injury from about 2:8 to 5:5. He particularly refers to the immense and extensive damage fuse patients in the streets or

bave apparently turned on mains power. The Gaza generator cannot be relied on for. Gaza treated an Israeli pilot now say, tha maintenance of a blood being held by the Palestinians bank at the required tempera- as a prisoner of war. ture of 4 degrees centigrade. His approach has therefore hit, 800 patients varying in con-

heen to take tha addresses of

tion between soldiers and civilians, and Dr Khaled said that

When the mental hospital was . violent schizophrenia were released onto the streets of Beirul. Dr Khaled says. West Beirut but the Israeli siege is sending it back into the middle ages.

Indian monsoon delay

BY K. K. SHARMA IN BOMBAY

annual monsoon rains. Meteoro-

If the rains are delayed even until the end of the week, sowing of summer rice and other grain crops will be affected and lead to losses in production.

good monsoon years—on which agricultural depends because of the lack of adequate irrigation facilities in 1980 end 1981. Three good rain years are unusual. The areas so far affected by drought so far are the entire northarn belt, and eastern India where part of the crop is withering because of the intense heat and lack of moisture.

The summer grain crop hoped

logists are pessimistic about the position at present is said to be prospects for a change in the good, largely because official procurement agencies lowered standards and bought discoloured and slightly damaged wheat from farmers which would not normally have been purchased.

As a result, present grain

that at present there ara no lans to make grain imports this year but this assessmant will obviously have to be revised if

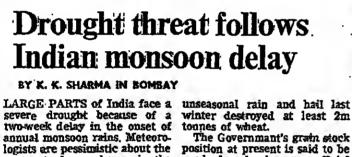
Drought threat follows

weather soon.

India has bad two successive

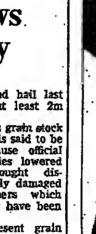
The Government's grain stock

stocks are around 15m tonnes, 12m tonnea considered the minimum safe level for buffer stock purposea. However, the drought could mean that the Government will have to dip into the stocks to keep the public distribution system of

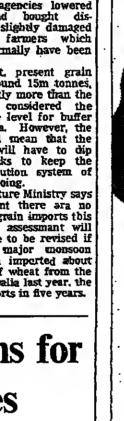


есопошу

for is nearly 80m tonnes and there is a major monsoon the drought could erode this failure. India imported about easily unless the weather 2.5m tonnes of wheat from the changes in the next few days. U.S. and Australia last year, the The drought comes after first food imports in five years.



ration shops going.
The Agriculture Ministry says



Angola spells out conditions for withdrawal of Cuban forces

BY MICHAEL HOLMAN IN LUANDA

THE ANGOLAN Foreign Mini- aovereign Government of An- We do not accept preconditions ster, Mr Paulo Jorge, last night gola on the withdrawal of these of any kind. set nut the terms on which same forces."

Cuban forces would he with
drawn from his country—the the post-settler issue which is regarded by the U.S. and South Africa as hte key to the success of the current Namibia settlement negotia-

Mr Jurge stressed that the and thus provide grounds for a continued Cuban presence.

"I would like to point nut presence of the Cubans in Angola (estimated at between 15,000 and 20,000) was "a hilateral question between hilateral question Angola and Cuba." He rejected any attempt to make Cuban withdrawal a precondition for a

Namibian scttlement Mr Jorge reaffirmed the imindependence, this insurgent porlance of a paragraph on the group will gradually disappear. subject contained in a joint declaration drawn up on February 4 after talks in Luanda with tha Cuban Foreign

The paragraph has been interpreted by Western and African diplomats here as the Namibia wins independence currently being negotiated in under the United Nations settlement plan, the Cubans will nation western contract group,

Mr Jorge translated the relevant section as follows: "As and when the Angolan and Cuban governments may so intend, the withdrawal of Cuban forces stationed to Angola would be carried nut hy sovereign decising of the Government of Angola once each and every eventuality of acis of aggression

any decisinn adopted by the tion of the Namibian problem, ment

Mr Jorge was asked whether the post-settlement presence of Unita insurgents luyal to Mr Jonaa Savimbi, and operating in southern and central Angola with South African support. would constitute "aggression"

very clearly that the presence of the Cuban forces in Angola was never related to this insurgent group, as you call them," he said. "The Angola Government is convinced that when the Namibian people achieve real "We are convinced that the South West Africa People's Organisation (Swape) will win

free and fair elections, and this insurgent group will have no place on Namibian territory. Unita has no popular support insida Angola. Mr Jorge said bis government firmest possible signal to hie did not accept any precondisaid Mr Jorge, "bas never U.S. and South Africo that onca tions for a Namibia settlement.

Swapo, and the black front line states in soutbern Africa, and in parallel talks with the South government Washington. Mr P. W. Botha. the South African Prime Minister, bas said that his govarnment cannot accept implementation of a Namibian settlement "unless the Cubans

or armed invasion cease to the Angola Government," Mr standing problems of the region Ist.

Jorge said, "and no-one can at present hindering the devel"The Government of Cuba during these talks present this opment of the climate of therefor reiterated that it shall question of linkage as a pre- security and mutual confidence implement without hesitation condition lo work on the solu- necessary for a Namibia settle-

There is also a question of the credibility of our word. What we have said in this declaration of February 4 means that when there is no possibility of aggression or invasion, the Angolan Government will taka necessary steps, and this is clearly stated in the

declaration." The presence of Cuban forces ln Angola goes back to the South African invasion of Angola a few weeks before independence in 1975, be said. "How is it possible to put on the same balance or scale the aggressor and the victim? Our armed forces have nevar crossed the border of a neigh-

bouring country. "The problem is that there is some kind of obsession from the U.S. on the question of Cubans. The conflict existing between be U.S. and Cuba is no concern of our.'

The contact group as such, raised the question of linkage. Inside the group only the U.S. is raising the mattar. The four other members do not consider any linkage between the Cuban presence and the solution of

Tha so-called linkage Issue was implicity raised in a document circulated last month to participants in the Namibia dispute.

The contact group document referred to an opportunity within the context of Namibia leave" Angola. within the context of Namibia
"It is a sovereign decision of talks in "resolve other long-



David Lascelles witnesses the death agonies of a mid-American mining town

'Richest hill'—now a hole in the ground

"THE RICHEST hill on earth," as Butte once gloried in calling itself has a hollow ring these days. Though memories of the hellroarin' gold rush of the late 1800s lure thousands of tourists to this hardy town high in the Montana Rockies, the past is proving a beavy burden for the

The immense copper deposit that made Butte famous and its wealthy-some inhabitants fahulously so-is today a vast and lifeless hole in the ground which collects water. Its upper terraces loom like a giant empty amphitheatre over the neighbourhoods where streets bave names like Iron, Platinum and Mercury and where Sarah Bernhardt once performed. The miners' unions, formerly so prosperous that it

built itself a huge hall in the middle of town, today has a mere 61 members, and the hall bas degenerated into a seedy meeting place for the unemployed. The town itself is also show-

ing signs of age, despite the spectacular setting right beside the Continental Divide. The old brick buildings look worn. The once magnificent marble hall of the Metals Bank on Main Street is now a dispensary for food stamps. Modern-day Butte has migrated to the bottom of the livelihood, and is trying to of 9.5 per cent) the copper

CHILE'S recent agreement with

the International Monetary

Fund to borrow roughly \$1bn

international lending institu-

tions marks a change in its previous foreign borrowing pattern, in which the Govern-

ment sought to reduce its share

of the country's external debt. At the end of last year Chile's

foreign debt stood at \$12.7bn,

with more than half of this con-

sisting of private sector horrow-

ing.
A few months ago, the Chilean

central hank announced Chile

would repay its outstanding

obligations to the IMF hefore

the end of this year, and that

stability had prompted the IMF

to include it in its basket of 17

international currencles.

to raise additional loans from rate.

ling industries: medicine, distribution and energy.

The cause of this decline is obvious: the gradual working out of the deposit, along with the slump in the price of copper, has forced the Anaconda Minerals Company (which started here in the 1870s) to run down its operations and lay workers off. Today it employs fewer than 800 people compared with many thousands in its heyday. The company, which has been a part of Atlantic Richfield since 1977, lost \$65m (£37.8m) in Butte last year and expects to lose another \$26m this year.

Two years ago the company stunned Montana by deciding to close a copper smeller and refinery in two neighbouring communities in Anaconda and Great Falls and take the drastic step of ehipping the ore across the Pacific for processing in Japan instead. It cited the exorbitant cost of converting the ageing plants to meet modern-day standards. To cushion the abock it paid out several million dollars to the affected communities and the faid-off workers.

There is still work in Bute, however little. But with more than 10 per cent of the local labour force unemployed (comas if deserting its former pared with a national average

Last month, however, the

Chilean peso was devalued from

39 to 46 to the dollar, interrupt-

Sbortly after the announced devaluation, Chile's Finance and Economy Minister, budget

director, and Central Bank president travelled to Washing-

ton to meet officials of the IMF

the World Bank and the Inter-

American Development Bank, to

explain the reasons behind the

devaluation and to seek new

Sr Sergio de la Cuadra, the

Finance Minister, said only \$400m of the \$1bn IMF credit

would be expended, and that in

new public loans go to either the

private sector or state enter-

prises seeking external financing.



After the gold rush: Butte's museum preserves the hellroarin' spirit of the 1800s

workers harbour much bitterness not just towards Anaconda, but the Reagan Administration and the Japanese who bave won

The laid-off miners (another 270 joined their ranks a few weeks ago) feel squeezed between a job-destroying reces-sion and cuts in federal aid to the disadvantaged. Although jobless miners collect \$145 a week on the dole (what they earned in a day at the mine) their prospects for re-employ-ment are dim, at least in the Other local industries like

U.S. will not

By Our U.S. Editor in Washington

PRESIDENT Ronald Reagan

has finally decided that the U.S.

will not sign the International

Law of the Sea Treaty, adopted

by 130 countries earlier this

year, the White House said yes-

The decision, which has been

communicated to Washington's

main Western allies, was not unexpected, as the U.S. was one

of only four countries to vote

against the treaty at the end of

It will nevertheless upset

Third World countries, which

April.

fair share.

sign Law of

Sea treaty

the junior workers who were laid off in the 1970s found it easier to get new jobs. Unable to preserve work, the

fighting a rearguard action with Anaconda over lay-off henefits. Anaconda still maintains that the recent lay-offs were only temporary so the miners are not entitled to aeverance pay. But the company has flooded its largest underground mine, an action which bas a look of finality about lt. Anaconda says it would discuss benefits if the nnions would he more "flexible" on demarcation. The result is deadlock. But Butte is adjusting. Ana-

conda now employs fewer people than the local public services and the budding medical care industry. Inhabitants not directly associated with mining take the sanguine view that Butte is suffering the painful but necessary death agonies of a one-company town. Its rich history should be capital-ised on for tourism, not clung

Even as the miners shudder with shock of change, some-thing new is growing in their A government-funded energy project was located in Butte to research magnetohydrodynamics (MHD)-a way generating cheap electricity by passing coal gases through a magnet. An important coalproducing state. Montana could find Itself at the forefront of

Concern over military build-up in Nicaragua

BY OUR MANAGUA CORRESPONDENT

the four Foreign Ministers from Costa Rica, El Salvador, Guatemala and Honduras bas concluded with a statement expressing concern over a military build-up in Nicaragua and urging it "not to meddle in the affairs of its neighbours."

time, the world's largest silver

and lead mines up the road in

Idaho have just shut down, and

government funding for re-

training has been cut back.

Butte miners seeking jobs in

other states also find them-

selves tarred with the brush of

union militancy for which Mon-

be laid off five years ago," com-plained one of them. Ironically,

We'd have done better to

tana is famous.

The meeting, to which the Foreign Ministers of Nicaragua and Panama were not invited, was criticised in Managua as being part of a plan to revive a joint military force in the region to act in concert to suppress the growing liberation movements in the Isthmus, and

Nicaragua itself. see the treaty as a major instrument for distributing the The Foreign Ministers' stateworld's economic resources in a way that gives pooer nations a

A MEETING in El Salvador of region after 2,000 Honduran troops were reported to have crossed the El Salvador border This joint operation with the El Salvadoran army was directed against FMLN guer-

> A Defence Ministry official in Managua yesterday sunounced the loss of 11 Nicaraguan soldiers in its northeast border region with Honduras in fighting which has been going on since Sunday and is apparently still in progress.

A large unit of "connter-revolutionaries" who camped possibly to he used against across the horder in Honduras are apparently attempting to divert attention from celebrament comes on the heels of tions due to be held to mark the what appears to be a micror overthow of President Anasescalation of fighting in the tasio Somoza

Reagan may call 60-day 'cooling-off' in rail row

By Reginald Dale, U.S. Editor, in Washington

PRESIDENT Ronald Reagan is likely to order a 60-day is likely to order a 60-day cooling-off period to avert the threat of a crippling nation-wide U.S. rall strike, administration officials indicated yesterday.

Both labour and manage ment have said they would welcome a Presidential move to head off the strike, set for Sunday, although it would go against the Reagan administration's policy of non-intervention in private labour dis-

In addition to the coolingoff period, Mr Reagan has the power to set up an emergency board to make recommendations for a settlement in the dispute between the private, mainly freight-carrying railroad companies, and 35,000 drivers, firemen and train

The union involved, the Brotherhood of Locomotive Engineers, has been offered the same basic terms, a 25-30 per cent wage increase over 39 months, for which 11 other rail unions have aiready

But there is a dispute over whether cost-of-living in-creases should apply to the special paymetns that drivers receive after the first 100 miles, or eight hours in the cab, and other manning pro-

New accounting system delayed at least a year By Anatole Kaletsky in Philadelphia

THE NEW system of bank reserve accounting agreed in principle last week by the U.S. Federal Reserve Board will not be introduced for at least a year and possibly longer, Mr Paul Volcker, the Fed chairman, has decided. Because of complications in introducing it, the system will not start "before next July," he added.

When the new "contemporaneous Reserve Accounting" system was approved last week, Fed officials indicated that it was unlikely to come into effect until May,

Argentina gears up for Falklands diplomatic offensive

BY JIMMY BURNS IN BUENOS AIRES

a major diplomatic offensive aimed at recovering inter-national support for its claims over the Falklands.

In public, the new Govern-ment of Gen Reynaldo Bignone has ruled out, implicitly rather than explicitly, a new military adventure. However, it remains under intense political pressure. particularly from sectors within the armed forces, to keep up the momentum.

Given the current divided tate of the armed forces, there is concern in diplomatic circles "populist" military officer might emerge demanding a more drastic solution. Argentine officials are gener-

ally agreed on the pressing need to obviate the British diplomatic footdragging which characterised negotiations prior to the April 2 invasion. Gen Bignone is on record as

making Argentina's sovereignty claim over the islands priority of foreign policy." His Government wants to show resuits, if possible, well before the corrent period of military ruie ends in 1984. Given Argentina's continued

scepticism of London's willingness to negotiate, the main diplomatic thrust in the coming weeks will be on two main ● To involve the U.S.: The exit of Mr Alexander Haig as U.S.

Secretary of State and President Galtieri of Argentina have led to a tentative attempt at bridge-

U.S. diplomats fear that a dialogue of the deaf as be-

ARGENTINA is gearing up for tween Britain and Argentina a major diplomatic offensive could eventually provoke a bloody second round in the Falklands. Buenos Aires, mont-while, is hanking on President Ronald Reagan's influence on a currently inflexible Mrs Mar-

garet Thatcher. Indications of the U.S.-Argentine rapprochement came early this week in a letter from Gen Bignone to Mr Reagan which expressed the bope that the lifting of U.S. sanctions could lead to the normalisation of re-

lations. ● At the UN: Buenos Aires still believes that this international forum is the one that most adequately frames her claims over

The new Argentine Foreign Minister. Sr Juan Aguirro Lanari, plans to go to New York in September. Before then, Argentina will try to strengthen its support among Third World countries

A top-level diplomatic mission led by Sr Raul Quijano, Argentina's Ambassador to the Organisation of American States, left this week for Mexico and

Venezuela. Gen Bignone, meanwblle, has indicated that he might personally attend the upcoming meeting of the Non-Aligned Movement in Baghdad.

The release yesterday of the last British prisoner of war, Flt-Lt Jeffrey Glover, is the most practical indication, since the release of the three British journalists accused of spying, that Argentina considers that there is a de facto cessation of hostilities in the South Atlantic.

Savings bank go-ahead

BY OUR NEW YORK STAFF

week with the approval by the Securities and Exchange Commission of a plan to allow savings banks to go into the stockbroking business.

barred from many activities traditionally handled on Wall Street. However, the banking industry is pressing hard to expand its ground. The SEC decided to raise no

objection to a plan put forward by the SEC's action.

THE SLOW erosion of U.S. by 28 Savings and Loan bank regulation continued this institutions to offer stockweek with the approval by the broking services through more than 1,000 branches nationwide. However, the SEC did not address the issues raised by banking law which are the At the moment, banks are province of the haok regulators who could still block the plan. The Securities Industry Association, which represents Wall Street's interest and is bitterly resisting all encroachment, sald it was "disappointed"

WORLD TRADE NEWS

Discord on conditions Disarray in hits export credits Consensus

Chile loans mark change

(£550m) along with its efforts ing three years' fixed exchange

the Chilean peso's relative no case would funds from these

in borrowing pattern

BY GILES MERRITT IN BRUSSELS

AN OVERWHELMING majority line countries covered by the of the EEC's partners in the exports credits agreements that 22 nation OECD exports credit might destabilise the OECD conscisus has refused to pact. a cent one of the conditions the Community attached to renewal of the credits pact until May 1 next year.

bas, therefore, been directed to inform both governments that the modification, which was

The point of disagreement is not expected to threaten the Consensus. It concerns condi-tions being sought by the EEC on behalf of Greece and Ireland that would have enabled them to receive credits on the same terms as some developing nations. In a meeting in Brussels be-

tween representatives of the Consensus signatorics, all the EEC's 12 partners in the pact except Portugal rejected the Community demand that Greece and Ireland be given special transitional status, so that they would be classified as developed Category I countries but accorded the lower rates that obtained under the previous Consensus accord until it sisted on.

expired last month.

The strong view of the Conallow special slatus to the two poorest EEC member states

The European Commission the modification, which was urged principally by Greece, is

Although the Greek Govern-ment could imperil the credit pacts future by persisting in its demand, Brussels experts be-lieve that with an estimated advantage to the Greek economy of only \$600,000 (£333,333) a year involved, it is unlikely that Greece would wish to force a confrontation with EEC partners who are generally relieved that the pact has been renewed and a possible export credit "war" with the U.S. and Japan averted.

The special terms for Greece and Ireland were only a secondary element in the modifications to the Consensus that EEC member states have in-

Providing Greece and Ireland do not make the surprise move of contesting the OECD partners demands, the uncertainty that has marked attempts to renew would result in a stream of the Consensus now appears to applications from other borderbe at an and.

over U.S. sanctions By Richard C. Hanson in Tokyo DISARRAY IN the Japanese

Japan

over how to react to the U.S. decision on stepping up economic sanctions against the Soviet Union.

The Foreign Ministry yes-terday denied that Japan had decided not to comply with the U.S. sanctions, which would han the export of oil and was equipment made in and gas equipment made in Japan under licence to U.S. companies or by subsidiaries of U.S. groups. The Japanese Government

Is not considering a joint response with the EEC over the sanctions, the Foreign Ministry said. The EEC has vigorously opposed U.S. policy.

The Foreign Ministry considers that the Siberia-West Enrope gas pipeline project, of interest to EEC companies, is completely different from the Sakhalin gas project, off-shore Siberia, of interest to Japan and underway for several years. So far it has exempted from sanctions.

But Mr Toshio Komoto, director general of the Economic Planning Agency, yesterday was quoted as say-ing that Japan should "keep in step" with the EEC over

The Ministry of Inter-national Trade and Industry objects to sanctions affecting U.S.-licensed production or manufacture in Japan by U.S. subsidiaries, but not necessarily the aim of the sanc-tions. There should be "closer linkage" in action between the U.S. and Japan, one official said.
Officially the Japanese
Government is still "study-

On June 22, the Government, in letters to the U.S. Secretaries of State and Commerce, asked for the decision to include the Sakhalin oil and gas exploration project offshore Siberia sanctions to be

ing" how the U.S. sanctions

would apply in specific

The U.S. has refused to allow the export of sophisti-cated drilling and exploration equipment needed by the project. But Japan bas so far received no reply to its letter.

St Michael and the crusade for overseas sales outlets

BY PAUL CHEESERIGHT, WORLD TRADE EDITOR



have access to all of that," says Mr Gordon Adam, the group'e Marks can manage by selling assortments from the range con-"We don't use export as a means of disposing of problem lines—the ends of ranges. We aim to export our best," be observes. But, he adds, "It's

ceived primarily for domestic sales. But it does not always work. Brassleres are made for sale in the Far East that are not put on sale in the UK, for Japanese and Chinese huyers almost always the case that Japanese and Chinese huyers fast-selling items here are shirts need shorter arms and fast-selling items for all our it is necessary to change sock customers." sizes for Norway. Marks, though, is rather like

ing capacity of its own, it is the outlet for a large number of often relatively small factories which make up the list of its own suppliers. Yet exports as a proportion of total turnover are not large. Total exports in the year to last March rose hy a half over the previous year to a total of

£58m out of group sales every-where of £2.2bn. Within that £58m, sales to the group'e own stores abroad secounted for £31.5m and exports out-of-house came to £26.5m. The biggest markets are Hong Kong, where last year Marks opened a company to

provide better Far East sales service, Jspan, Israel, the Channel Islands, Norway and Panama, which is used as a wholesaling point for the whole of South America. The opening of the Hong

ing strategy. The priority area, according to Mr Adam is the Far East, although there is also scope for additional sales in Scandinavia, Israel, the Caribbean and Sonth America.

There are three main selling techniques. The first is to grant the St Michael hrand name franchise to freestanding sales

The second is to establish shops within shops that sell the St Michael marque exclusively. This is often used in Finland and in Japan, where Marks goods are sold within the Daici department store chain. The last is to sell directly to

selected retailers or to market through a wholesaler, as is done in the case of underwear sales in Finland.

Line author, at Line, and next year Marks opens in Antwerp, Belginm.

"I would think that in the foreseesble future most of our

an export trading bouse. Kong office provides the cine
Because it bas no manufactur- for future out-of-house exportMARKS AND SPENCER EXPORTS Calendar 1981-% Lingerie Ladies' knitwear Children's wear

Menswear Rest-home furnishings, footwear, toiletries

that's France, Ireland, Canada and Holland." These stores have been developed over the last decade. A sixth store opens in France during the autumn, at Lille.

Mr Adam says "our policy energy will be spent developing is not to export to a country the chain of stores in France, where we already have stores— says Mr Adam.

Thai Airways

signs £40.5m

Malta textiles accord concluded

BY GODFREY GRIMA IN VALETTA

AN ACCORD covering textile cotton yarn to the EEC and 435,000 to Britain exports by Malta to the EEC another 275 tounes to Britain. This year Malta for the next two years bas been for the current year, an improveconcluded in Brussels, the ment of 57 tonnes over last
Malta Government announced year's figure,
yesterday.

Mart 275 tounes to Britain
to ship 445,000 tee shirts to the
UK with the figure next year
growing to 455,000

Malta Government announced year's figure.

Yesterday.

Next year, the EEC quota will, according to rise to 3,180 tounes and that to Dr Alex Sciberras Trigona, the Trade Minister, was more advantageous than previous export of cotton fabrics by Corporation Council statement (Corporation Council statement). export of cotton fabrics by Malta to the EEC and Britain have heen lifted, although by Mr Dom Mintoff's Govern-licensing controls will remain ment to withbold exhibition perin force.

restrictions covering the export of the new arrangements. of Malta-made tee shirts. Last
The deal gives Malta an year Malta shipped 2.2m tee
export quota of 2,130 tounes of shirts to the EEC and another

The decision follows a threat ment to withbold exhibition permits unless exhibitors decided to advertise the event on the

> Dom Mintest (right): government is pleased



SAS contract By Our Stockholm Correspondent THAI AIRWAYS International

of Bangkok has signed a DKr 600m (£40.5m) contract with Scandinavian Airline System (SAS) and two Danish companies, Ramboll Hannemann, Raadgivende Ingeniorer and Christiani Nielsen. The contract covers planning and construction of a plant at Bangkok International Airport for aircraft servicing, The project is to be completed

within 36 months. scoording to the agreement, SAS will act as technical con-sultants to Thai and providing know-how ..

AP-DJ adds: Norsk Data, an independent Norwegian com-puter company, hopes to win a large contract from China this autumn.

Norsk Data is making a list of potential partners for a pos-sible venture to market the company's software in compater typesetting

Project postponed

Argentina, facing economic problems after the Falklands conflict with Britain, bas indefinitely postponed a \$200m expansion project at its state-run. Somisa steel mill, Japanese officials said yesterday, Reuter reports from

Portugal expects to double Mozambique trade

PORTUGAL expects to double its trade with its former colony Mozambique this year compared with last year when it exported Esc 2bn (£13.7m) and imported Esc 750m. In the first industrialists with him. quarter of 1982, exports were Esc 750m and imports Esc 200m.

The Bank of Portugal opened a credit line to Mozamhique two years ago for purchase of goods and services. It was worth \$125m. and bas now been expanded with a special provi-sion of Esc 1hn to pay for the hire of Portuguese contract workers in Mozambique.

While Pertugal buys cotton. sisal. 1ea and wood from Mozambique, the majority of its sales there are manufactured Defence Minister.

Francisco Balsemao, the Portuguese premier, to Mozambique should give another boost to trade, as he took a party of ● The Portuguese Parliament has authorised the government to enrol the country in the African Development Fund. Portugal's initial annual contri-

goods. The recent visit of Sr

quent years. Portugal and France are setting up a joint committee to foster co-operation in the domain of military industries. The ground work was laid dur-ing the three-day visit to Lisbon of M Charles Hernu, the French

bution will be \$16m with another \$10m to be paid in subse-

In most overseas markets

export executive.

Trade Minister, was more advantageous than previous accords. The list of textile products subject to quotas has been cut and quotas, in certain cases, substantially improved. The Minister urged Maltese industrialists to make the best

The EEC has also lifted quota

island's state run television

U.S. urges fresh round of trade negotiations

BY BRIJ KHINDARIA IN GENEVA

going beyond the previous Tokyo Round to deal particularly with the problems between poor and rich countries.
In a speech to the UN Economic and Social Council (Ecosoc), Mr Jose Sorzano, U.S. chief dele-

THE U.S. has called for a new further liberalising trade and decade. round of trade negotiations improving market access."

steps towards this vital end.

The last such conference was The ministerial meeting next held in 1972 and started the November of the General Tokyo Round. Ecosoc is the Agreement on Tariffs and Trade UN body which monitors the (Gatt) would be "an important work of some 50 UN agencies opportunity to initiate positive with a total annual budget of \$2bn (£1.1bn).

gate, said the U.S. wants to explore "the possibility of a the U.S. is seeking from the major round of trade negotiations between developed and developing countries aimed at negotiations for the rest of the Rounds. Among The round of trade negotiations would deal with the many issues still unresolved by the previous Kennedy and Tokyo

important issues are regulation of the right of industrialised countries to curb imports from the Third World to protect ailing home industries. The U.S. wants more recognition from developing nations that they should reduce export

subsidies and protectionist harriers against Western goods as their economies become bealthier and some industries

CILION comparisons.

the years in helping to sell our cars.

Every time they advertise one of theirs, they - are many, many models. cite one of ours as the principal rival.

But they won't catch Ford making comparisons. So why do more people buy Ford?

Because at the end of the day, money for money, feature for feature, and car for car, they consider that nothing on four wheels compares with them. And that they are the finest valuefor-money cars around today.

And to make sure they stay that way, we continually appraise and improve their design and available with the new economy engine.) specification to keep them just that one; infuriating. even lowered lots of their prices just to make sure.

From our baby Fiesta (which incidentally is now available with a 11 economy engine giving

Many thanks to the competition (no names - 55 miles per gallon*) to our luxurious Granada 2.8i mentioned), for their support and assistance over Ghia X, which is arguably the most comprehensively in network means you're never far from a Ford expert. equipped car to be priced at under £12,000, there

> Over 90 at the last count. But the five we've selected here are a pretty convincing representation.

> There's the fabulous new special edition Crusader which is the best priced, best selling, special edition Cortina ever.

The Capri 2.8 Injection. Our sports car if you like and the fastest car £8,125t (130mph top speed**).

And of course, the remarkable Escort. (Also-

Car of the year when it was launched. Simply jump ahead. Indeed recently, as you may recall, we the most efficient, practical, and let's not forget, stylish example of contemporary motoring.

This superb range of cars naturally possesses the renowned Ford reliability and low cost of ownership. And the extent of the 1200 strong dealer

Benefits like top quality (and modestly priced) Motorcraft parts, the after sales service called Ford Sure' plus Extra Cover, Ford's optional 2nd and 3rd year warranty plan, together with all the other benefits of owning a Ford mean the total Ford package is unrivalled.

Needless to say, Ford resale values also remain consistently ahead of the competition.

So there we have it; a cross section of the most comprehensive, successful car range in Britain today.

. That's why Ford really does give you more. It must make our competitors very cross to be reminded of them.

When all they can make is comparisons. While we make all the Fords.



Nothing in its class compares to the Li economy engined Fiesta



Nothing in its class compares to the Escortthe world's best selling car in 1981.



There's nothing to touch the best-selling Cortina Crusader.



Nothing comes near the incredibly well-equipped Granada 28i Ghia X.



Nothing in its price bracket can catch the Capri 2.8 Injection.

Ford gives you more.



"Government test figures. Fiesta 11 Economy. Miles per gallon (litres/100km):
Constant 56 mph 55.4 (5.1), constant 75 mph 39.2 (7.2), simulated urban driving 38.7 (7.3),
†2.8i Granada Ghia X Saloon (Automatic) £11,995. †12.8 injection Capri in solid colour £8,125. Prices correct at time of going to press. Seat belts, car tax and VAT included.
Delivery and number plates at extra cost. "Motor road test estimate.

petroleum consultants Gaffney, Cline and Associales — commis-

estimate that the field contains

55.5m barrels of recoverable oll.

is possible that eventually as

much as 111.9m harrels could

be recovered. They believe that

a total of 493m barrels could be

trapped in Bucban's reservoir

Publication of the new

Buchan reserve estimates coin-

cided with an announcement that Goal Petroleum is to seek

a full public listing oo the Stock

Exchange and is to raise about £5.5m through a rights issue.

and evaluation drilling. Company Report, Page 20

a surplus of £1.1m in 1980.

After nearly three months of the cheap fares policy followed

by the 96 per cent increase in

fares on March 21 as a result

of the Law Lords' judgment, LT

is operating closely to its re-vised hudget.

Sir Peter, who will be suc-

ceeded as chairman by Dr Keith

Bright on September 1, said

yesterday that "current lack of

atability of policy is profoundly

Total grants as

up from 29% to 54%

total expenditure

down from 54% to 27%

down from 29% to 27%

unsatisfactory.

in a full year

up by £125

down by £286

down by £81

The consultants add that it

BA delays publication of accounts and report

By Michael Donne,

BRITISH AIRWAYS is delaying the publication of its report and accounts for 1981-82 until early October, Normally, the report is made public in

July or August.

The airline will not comment officially on the reasons for this delay but it is believed that one factor may be the desire of Sir John King, chairman, to ensure that all the costs of the recent voluntary redundancy programme, in which about 9,000 staff left the airline, are

It is still the Government's intention to achieve privatisa-tion of the alrline before the next general election. A Sep-tember 1983 target date is believed to have been set for the sale of shares to the public. The precise amount has not been settled.

In 1980-81, the airline incurred a loss after tax of £145m. The loss for 1951-82 is likely to be considerably greater, for several reasons.

One is the redundancy nay-ments, which are believed to exceed £120m.

Another is that interest payments on new equipment, which last year were running at £73m, will be much higher. This is because of the heavy burden of financing the ficei of 17 Bocing 757s, now in full produclinn with deliveries due to start early next year.
Also, the operational loss,

which topped £95m in 1980-\$1, is likely to be higher. This results from the continuing air travel recession, the air traffic controllers' dispute last year, and other industrial disputes which hit the airline severely. The loss in 1981-82 seems likely 10 amount to not less than about £300m and may be

considerably higher, BA has been making strenuous efforts in recent months to put its house in order, with further staff cuts, route cuts, aircraft sales, reorganisation of the operating division and pro-

perty disposals.

The labour force is now down to about 42,000. Many helieve that it must be reduced fur-ther, to about 35,000, before the airline can expect to start earning profits.

Further substantial changes are likely throughout 1982, with some further cuts in unprofitable routes the most likely desubsidy than almost any other major urban transport undertaking in the world.

BNOC announces big North Sea discovery

BY RAY DAFTER, ENERGY EDITOR

BRITISH NATIONAL Oil Cor- of Energy. The field, formerly east of Aherdeen, has proven poration has named a new North Sea oil discovery—tha Don Field -as a prelude 10 a developmeet programme costing buodreds of millions of pounds.

The field is next to BNOC's Thistle Field, in the north-east corner of block 211/18, about miles north-east of the Shetland Islands. It is estimated lhat the discovery contains between 80m and 120 barrels of recoverable oll reserves.

BNOC said last night that It was now evaluating possible methods of developing the field. Production methods under consideration are thought likely to include the iostatlation of a fixed steet platform or a purpose-built floating platform. However, it is likely to be

many months before BNOC and its partners are in a position to submit a formal development plan to the Depart-ment

SIR PETER MASEFIELD

London Transport's outgoing chairman, wants bus and under-

ground fares cut by 20 per cent

and held at that level for at

efficiencies and be guaranteed

a public subsidy of £340m a

year, to be maintained in real

The new subsidy, he added.

costs and be met half by central

terms for at least five years.

least a vear.

October 4 1981

March 21 1982

BY HAZEL DUFFY, TRANSPORT CORRESPONDENT

down 32% up 96% up 33%

To cut fares, Sir Peter said. Sir Peter's statements were LT must achieve increased made on publication of the

known as 'Area 13" bas been recoverable reserves of 50m named in line with the oil barrels, according to the corporation's policy of choosing operator, British Petoleum, But the names of British rivers -

like Clyde—for its discoveries.

Partners in the Don venture
also include Santa Fe Minerals
(UK), Deminex UK Oil and Gas, Tricentrol Exploration UK and Charterhouse Petroleum

The partnership is currently using the semi-submersible drilling rlg Bendoran to test another oll discovery in the south of block 211/18, one of the heavily-drilled concessions in the North Sea,

 A hint that another small
 North Sea field — the Buchan
 discovery — could be twice as productive as previously thought was given yesterday by Mr David Boyd, managing director, said the money would be used for further exploration Goal Petroleum, one of the partners in the venture.

The field, 100 miles north-

government and half by rate- year of £17.2m deficit, and with

Masefield wants 20% fares cut

payers. This implies a return

to the subsidy level before

Greater Loodon Council's cheap fares policy was introduced last October.

report and accounts of LT for

The final LT deficit for 1981

was £64.7m after payment of grants by the GLC of £162.2m.

The figure compared with the

original budget forecast for the

SUMMARY OF FARES, PASSENGERS AND REVENUE 1981-82

up by 23%

up by 10%

6 million a day

down by 18%

5 million a day

down by 61%

-from 5+ to 5 million a day

Australian initiative on carrier sale irks Nott

By Bridget Bloom, Defence Correspondent

THE AUSTRALIAN GOVERNment's decision to send its Defence Minister and a highofficials to London to discuss the future of the aircraft-carrier HMS Invincible has considerably embarrassed the British Government. Mr Ian Sinelair and his

officials, including Mr W. B. Pritchett, Secretary of the Department, Vice-Admiral David Leach, Chief of Naval Staff, had pre-John Nott, the British Defence Secretary nd his officials at the Defence Ministry in London yesterday. They will meet again next week.

But Mr Nott is embarrassed at Mr Sinclair's arrival so soon after the end of the Falklands conflict to press Australia's case for its purchase of the Invincible, which was agreed before the ship was called on to play a crucial role in the British task force in the South Atlantic.

The Government had hoped that the controversy over the sale of the ship would be allowed to subside during the summer—then the Government could take up the Austrailan offer, made during the conflict, to reconsider the sale.

Britain agreed in February that Australia would buy the vessel for the knockdown price of £175m, but would not take delivery until 1983, when the second carrier of the same class, HMS Illustrious, would have entered service.

The sale was agreed as part of the defence cuts last year, but, as the Falklands crisis wore on and Invincible's key role hecame obvious, the sale secmed less politically

But on his arrival in London yesterday, Mr Sinclair said that Australia still "wants to buy HMS Invin-vible." Without it, Australia would have a serious gap in its defences, Mr Sinclair said.

The fron is that Mr Nott would still like to sell Invincible, as the lesser of several evils in his efforts to curb defence spending. Anstralia's current stand is likely so to exacerbate feeling among the Right of the Conservative Party, and in the naval lobby, as to dash Mr Nott's few hopes of a sale.

Private funds for Seawolf

By Lynton McLain British Aerospace Dynamics group is to develop a vertical lannch version of its Seawolf anti-missile and anti-aircraft missile as a private venture. The decision was announced

by the group yesterday five mouths after Mr John Nott, the Defence Secretary, gave the go-ahead for Marconi to develop a lightweight radar with improved anti-missile characteristics for use with Seawolf.

It was understood in February when Mr Nott made his statement that British Aerospace Dynamics group would develop a vertical launch system of the Seawolf system to go with the Marconi lightweight radar.

BAe unveiled it first in April at the International Naval Technology Exhibition in Maastricht but yesterday was the first time the company said the development was not funded at all by the Ministry

The total value of contracts for the lightweight Seawolf system would come to £75m, Mr Nott said in a House of Commons written answer in February. The bulk of this is likely to go to Marconi, with British Aerospace making the

Separate funding would be needed for the vertical launch system if the MoD decides it wants to use this on future warships designs in the light of experience in the Faikland

British British Aerospace said vertical launch will take Sea-wolf effectively into the 21st

Tetra Pak might open

TETRA PAK, the international packaging group owned by the Rausing family of Sweden, might open a second factory in Britain to keep up with the rapid growth in UK

formed and filled on the premises. Tetra Pak's existing plant at Wrexham, Clywd, is expected to reach full capa-city in about a year. Opened three years ago, it has doubled.

in capacity and involved investment of £22m.

Mr Oile Andersson, the manager at Wrexham, said

Invisible earnings rise 13% in 1981 to record £26.47bn

BY ROBIN PAULEY

ments overseas produced e record £26.47bn in UK invisible earnings in 1981—a 13 per cent increase over 1980 in spite of increased competition from abroad.

Sir Francis Sandilands, chair man of the Committee on Invisable Exports, says in its annual report published yesterday that the investments would help to counter the depressing impact on the UK invisibles account of the outflow of income from foreign investment in North

Sea oil developments.
Following the abolition of foreign exchange controls, receipts of interest, profits and dividends from UK private sector investments abroad accounted for the greater part £1.01bn-nearly three times the

rise of £1.9hn or 26 per cent over 1980.

Britain'a service Industries continued to make a substantial contribution to the halance of payments with earnings of £16.4bn in 1981, an increase of more than £15n.

Financial services increased their earnings for the year by 17 per cent to £272m to a total of £1.8bn, and the insurance sector may have contributed more than a third of the improvement.

The earnings of UK banks from their overseas borrowing and lending in foreign curren-cies increased by £660m to

BRITAIN'S increased invest- of the invisible earnings growth 1980 figure—while earnings on ments overseas produced e in 1981. They totalled £9.2bn, a sterling lending abroad rose strongly and more than offset the effect of interest rate Overseas income earned by UK oil companies dropped 10 per cent due lo depressed markets, but non-oit companiea' direct investment earnings Increased by around

Increasing world competition includes new banking facilities In the U.S. to new insurance market developments in Bermuda, New York and Singapore. London has responded to these developments by, for example, developing new futures markets which will increase the City's attractions for international business, Sir Francis says.

Productivity gains questioned

BY MAX WILKINSON, ECONOMICS CORRESPONDENT

British industrial productivity, which started in 1980, continued through last year—but the grins may be more modest than they facto

appeared, says a research study published today.

The study, by Oxford Econo-mic Research Associates, warns that some of the gains made in the recession might disappear when output starts to recover. Official figures suggest that which it says, shows different output per person increased by patterns about 10 per cent between the It says that most of the larger

fourth quarter of 1980 and the fourth quarter of 1981. There has been considerable debate in the Treasury and the Bank of England about whether the improvement represents a fundamental shift in attitudes and work practices, or whether it represents only the normal increase expected when output

Most commentators are now agreed that the rise in productivity during 1980, when output was still falling rapidly, would past trends. Productivity usually falls as lower demand reduces the workload of factories. During the recovery. higher output can at first be produced without adding to the

labour force, hence produc-tivity typically increases.

The Oxford group has looked in detail at the productivity of several different industries,

companies in the UK have attempted simultaneously to reduce manpower, to rationalise and to change techniques. However, in the beavy manufacturing sector, the lav-offs have not necessarily been accompanied therefore result in constraints by the introduction of new production techniques.

Overall, it says, performance bas been better than would have what happened before the been predicted on the basis of second balf of 1979. real gains bave not been of the

THE underlying improvement of not have been predicted from magnitude some commentators bave claimed, there has never theless been a moderate im-

provement," the report says. However, it says that the Government's view — that in-dustry bas become "leaner and - should be regarded with caution. The group betieves that one explanation for the improved trend in productivity might be that the recession was so severe that the more inefficient companies have gone out of business or have been taken over. It argues, though, that this may have left Britain short of the capacity which will be needed in some sectors when

activity recovers. The recovery phase could on capacity, with consequent pressure for higher wages as well as the creation of new firms with lower productivity.

Productivity: Is there a new Oxford Economic Research Associates, West End Form, Aston, Oxford.

Hill Samuel to investigate embargo-breaking claim

BY CHARLES BATCHELOR

HILL SAMUEL, the merchant said the Rev David Haslam, hanking group, is to investigate ELTSA secretary.
a claim from anti-apartheld cama claim from anti-apartheld campaigners that one of its subsidiaries hroke an Arab embargo on oil shipments to South Africa.

Sir Robert Clark, the chairclaim from anti-apartheld cam-

Sir Robert Clark, the chairman, agreed at yesterday's annual shareholders' meeting to a request from the Church-sharebolders that the company Africa to the investigation.

ELTSA said Wallem and Comhad managed two vessels, the Salem and the Albahaa B, which had broken the Arab embargo. The group would be writing to the governments concerned

John J. Meehan

Senior Vice President-Finance and Tuesmer.

100 Wall Street, New York, N.Y. 10005

This announcement appears as a matter of record only.

Petroleum. The Hill Samuel board told over its destination or the

Sir Robert told pany of Hong Kong, which questioners that Hill Samuel hecame a fully-owned Hill was not prepared to issue in Samnel subsidiary in December, structions that Wallem should not allow vessels under its man-

agement to make oil deliveries to South Africa. He also refused a request to

reveal the hank's loans to South to inform them of these charges, Africa

NatWest offers bonus to monthly savers

NATIONAL Westminster Bank is launching a monthly savings account today which offers a bonus payment over ordinary hank deposit rates.

The move reflects the con-tinuing competition hetween the High Street hanks and the huilding societies

Under the new scheme, personal customers who deposit a £10 and £500 will he paid a hasic interest rate which is the same as the seven-day deposit ratecurrently 9.5 per cent-with an additional honus, initially 2 per

Interest will he paid halfyearly in June and December and savers will be allowed onc withdrawal and one missed payment during each six-month



Compound interest every Wednesday.

week in the Daily Mirror.

Starting July 14, a double page spread of financial news and advice (banks, insurance, unit trusts, mortgages, stocks and shares, etc.) will be informing and allaying the fears of our vast readership.

Thus imbued with confidence, your market* will greet
It will reflect the market's needs precisely. specialist advertising with that much more knowledge and respect.

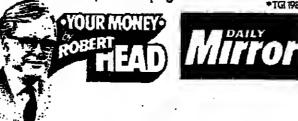
You will be talking to people who, in the last 12

Contact Roger Eastne, Advertisement Sales Director, or John Iveson, Mirror Group Newspapers, Room 504, Or bit House, New Fette: Lane, London EC4.01-822 39

Millions of money worries are going to be eased every months, have opened 650,000 building society accounts, in the Daily Mirror. 102,000 unit trust accounts, taken out 540,000 life assurance policies and opened up 522,000 bank accounts.

The feature, Your Money, is edited by top financial wizard, Bob Head. its contents will be read, assimilated and acted upon.

It will provide you with a massive opportunity to persuade money out of piggy banks and into more profitable forms of sale-keeping.



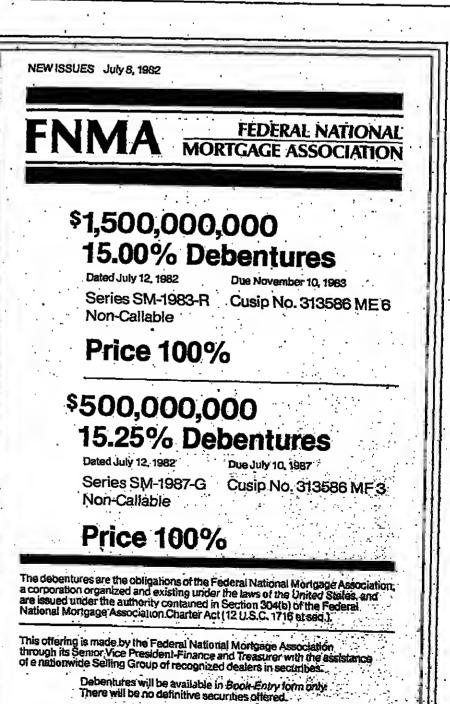
second plant By Maurice Samuels

sales of juices and milk pro-

ducts in cartons.

The plant would make reels of laminated material, supplied to drink-makers to be

yesterday a new plant was



Allen C. Sell

Director of the Fiscal Ornor

Merchant shipping contributes £1bn to balance of payments

BY ANDREW FISHER, SHIPPING CORRESPONDENT

down on that for 1980.

Malise Nicolson, president of the costs.
General Council of British
Shipping, said the Merchant both d Navy's value to the nation had been demonstrated by the Falk-

lands crisis.

"Now its economic value is shown in these latest balance of payments figures," he added.

"It wants an extra 40-per cent falling sharply in recent years and the GCBS is pushing for special investment allowances

special investment allowances to check this trend.

The balance of payments contribution from the fleet was pears with 140 per cent of the investment cost.

Mr Nicolson stressed that the from £2.24bn before denational payments figures was ductive such items as fuel ducting such items as fuel costs, port dues, and cargo-

THE BRITISH merchant fleet wise have had to be paid in contributed over fibn to the foreign currency to foreign UK halance of payments last shipowners. The gross figure year, but the figure was slightly does not take account of money own on that for 1980. foreign owners spend in Announcing the figures, Mr Britain on port and other

The GCBS has made clear both during and after the Falk-lands fighting — 50 UK merchant ships were used with the task force — that it will renew

The size of the fleet has been allowance above the present free depreciation which applies to other industries as well. Thus a UK shipping company order-

getting smaller each year in real terms as the tonnage decreased.

Mr Nicolson said there was also a saving of £449m gross from the transport of imports and UK passengers in British ships. This money might other-

for ethics review

THE ETHICS committee of the British Medical Association has been urged to examine how severely handicapped babies should be treated, after claims that babies have been allowed

The BMA's annual representative meeting in London yesterday called on the committee to give the issue further consideration. Advice already in the BMA's ethics handbook states that the ultimate choice on whether a child be treated

or not lies with its parents. The decision to ask for a review of the present guidance follows the trial last year of Dr Leonard Arthur, a Derby paedistrition, who was acquitted of a charge of manslaughter of a mongol baby.

Dr Ian Jessiman of Chlsle-

hurst, Kent, told the meeting:
"With progress in medical technology we have lately found ourselves faced with new ethical problems in the cars of neworn, but handicapped infants believe that a new-born child has the right to be fed, warmed and cherisbed."

Dr James Appleyard, another Kent paediatrician, said further respectively — were about the same as the turnover of the big-gest single company, Philips of consideration of the ethics was the Netherlands (\$11.1bn). In unnecessary and potentially dangerous. It could be interpreted all cases, companies' nonelectronics business is excluded. as undermining existing policies. If the issue were raised again, Measured on the basis of their worldwide business, American companies' pre-tax profits averaged 12.4 per ceot parental rights and the respon sibilities of doctors might be succeeded by stricter legal definitions which would raise levels of the British and French

Doctors call MANUFACTURERS' SALES SURVEY

German

national group, with a total electronics turnover of \$19.2bo.

the second_ largest

West

U.S. dominates Europe's electronics market from Ulster

BY GUY DE JONQUIERES

turers account for almost a third of the total activity in			EUROPEAN	TOP TWEN				
Western Europe's electronics in-					Profit		Profit	
dustry and exceed the turnover	Country,	Group	Electronics	Elec as %	before		before	Invatment
of any other national group of			Sales	Group	Tax Sales	Salas/Empl	Tax Empt	Sale
companies, according to a sur-		BY ME	Şm.	Total	%	\$000	S	%
vey.	Ne	Philips	11112	60	1.9	49.2	932	6.5
The Mackintosh European	USA'	IBM	9435	99	22.5	76.9	17293	30.9
Electronics Companies File	WG _.	5iemens	8676	49	5.0	51.1	2555	15.3
	USA	177	2632	50 75	6.7	53.2	3586	12.1
finds that in 1980-S1, 28 of the	Fr	Thomson-Brandt	6470	75	3.1	67.3	2064	4.7
100 largest electronics manufac-	UK .	GEC	3772	47	13.7	41.7	5736	4.3
turers' operating in Western	WG	AEG-Telefunken	2912	36 70	(1.9)	58.5	(118)	10.2
Europe were American. The	Sdn	LM Ericsson	2022		7,7	42.1	3247	5.9
U.S. companies' combined sales	Fr	CGE	· 1919	18	6.3	47.9	3772	4.3
n Europe of imported and	U5A	Xerex	1862	. 80	16.5	68.3	11258	18.7
ocally-made electronics pro-	lt	Olivetti	1733	68	6.2	48.1	4387	8.9
lucts were \$31.5bn (£18.43m).	UK	Plessey	1674	85	10.0	41.5	4155	21.5
Total sales by the 100 com-	UK	ICL	1465	100	3.5	50.3	1764	11,2
panies were \$100bn. The import-	WG	Grundig	1521	100	(5.4)	49.4	(2676)	2.6
nce of the American share	Fr	CILHB	1488	100	3.4	73.3	2515	30.9
was even greater than it might	UK	Thorn-EMI	1486	27	4.2	48.6	2057	· 10.2
seem because the figures used	****	Robert Bosch	1382	21	6.0	53.2	3184	11.7
for European companies were	USA	Hewlett-Packard	1136	100	16.9	54.4	9175	15.4
for worldwide sales, not just	UK.	Racal	1125	90	13.6	68.9	9405	7.9
business in Europe.	Sales figure	Honeywelf	1059	100	8.2	50.7	4177	17.3

Source: Meckintosh European Electronic Companies File, 1981-82

industry groups, while the ployee for the German group, average for West German com- \$55,500 for the Americans and The figures for the British and French electronics indus-tries — \$12.3bn and \$11.3bn panies was only 2.1 per cent.

Japanese companies' pre-tax sales. Eight of the 100 top companies were Japanese, with a total European turnover of

> The survey finda that Japanese companies far outstripped their competitors in terms of worldwide sales per employee. averaging \$116,600 overall. That compared with \$68,300 per em-

\$48,200 for the British.

But fixed assets per employee of Japanese companies, averag-ing \$15,600, were no higher competitors. Only British and French companies (with assets per employee of \$10,800 and \$12,500 respectively) were significantly below the Japaoese

ploying more modern, efficient Luton LU1 2NT.

capital equipment, or working longer hours per employee fo obtain their buge improvement survey says.

The survey is based on com

panies' reported results for 12month periods between January 1980 and June last year. Mackintosh European Elec tronics Componies File, £165.

Published by: Benn Electronics Publications, Suite 9, Delaport House, 57. Guildford Street,

Emigration doubles

By Our Dublin Correspondent

THE RATE of emigration from Northern Ireland more tban doubled in the 10 years to 1981, according to the preliminary report of the Northern Ireland census.

Net outward migration during the decade totalled almost 134,000-or more than 13,000 a year, compared with 6,000 a year in the 1960s and 9,000 in the 1950s.

Contrary to expectations the province's population fell slightly from 1,536,065 to 1,509,892. The emigration figures exceeded official Government estimates by about 30

per cent.
Mr John Patten, UnderSecretary of the Northern
Ireland office, blamed terrorist violence and the depressed economic conditions for the Increase in emigration. The Government believed the province was losing "its brightest and hest young

people."
The population of Belfast fell by one quarter on the 1971 census figure of 417,000, but there was a corresponding rise in the numbers living in nearby districts such as Lisharn, County Antrim, and in North County Pour in North County Down.

The census was taken during last year's IRA hunger strikes, but the response rate was 98.7 per cent, in spite of intimidation and calls for a

Carpet industry sheds jobs

By Anthony Moreton, Textiles Correspondent

EXCESS capacity continues to bedevil the carpet industry despite a severe run-down of resources in 1981 according to Mr Tony Roden, president of the British Carpet Manufacturers Association, in his annual report published yesterday.

Severe cuts in the workforce had brought the number employed down to 20,200 by the end of the year, of whom 14,100 were men. Four years earlier the number employed was 33,400, with 21,700 of them

"With 1981 proving to be a very gloomy year, with a de-cline in the home market total sales volume and a significant increase in imports, together with a decrease in the level of exports, the opportunity has been taken by many companies to effect changes which will strengthen their position when the upturn comes," he reports.

The cut in the workforce was ot just the result of the reces sion but was also due to the transition within the industry from a labour to a capital in-

"The economic chimate has, however, speeded the change and shortened the time scale." Many companies are continuing this process of rationalisation, Mr Roden reports, especially in an attempt to meet the strong level of imports from Belgium. But he drew comfort from the statistics that UK manufacturers still met over three-quarters of the home

market last year. Total sales rose to 146m sq m last year compared with just over 130m in 1977. The share won by home manufacturers. though, is estimated to have dropped to 113.7m sq m com-pared with around 125m four

THE MANAGING director of a Suffolk company has put his life savings into a management buy-

out to save his business from closure.

Precision Engineering Products from Unilever. The company,

which makes packaging machinery, has lost nearly £1m

Mr Cooper bought the shares for an undisclosed amount and has cut the workforce from 89

during the past three years.

Mr Ivor Cooper is taking over

Savings rescue company

NEDC cost £5m last year

By John Elliott, Industrial Editor

RUNNING the National Economic Development
Council and its 60 industrial committees cost the Government nearly £5m in 1981-82, according to the council's annual report published

The budget of the National Economic Development Office, which serves the council and committees, was estimated at £4.05m for the year. The actual expenditure was £3.96m, of which £2.6m was spent on salaries for 228 staff, and £104,000 on fees to committee chairman and ontside agencles. In addition, accommodation,

facilities and other services, which cost a further £877,000, were provided by other government organisations. The number of staff is

office furniture, exhibition

being cut back. It totals 217 compared with a complement of 283 in 1980-81 In a foreword to the report

Sir Geoffrey Howe, Chan-cellor of the Exchequer, says he is "heartened by the amount of agreement" that can be reached by the council and its committees on industrial issues.

"Inevitably there has been less agreement on macro-economic issues, but the dis-cussions have been valuable in so far as they have helped to define those particular points that divide the parties on the council, and allow us to examine them more to examine

National Economic Develop ment Council annual report 1981-82. Free. NEDO Books, Millbank Tower, Millbank, Lon-

At last there's aword processor that won't stretch your arms, break your nails, or make you go cross-eyed.

It's the new ICL Word Processor. Unlike most word processors, it's not just a glorified typewriter for the odd letter or document, it's a hard-working nine-to-five computer system, to take a load of work, and worry, off your shoulders.

Adjustable

screen angle

And since it's designed with heavy usage in mind, it's designed to special high standards to minimise fatigue and maximise comfort, qualities glossed over by most word processor manufacturers.

It's simple, very attractive, and beautifully

And, most important of all, it can produce first class reports, documents, letters and even has a built-in calculator package.

And because ICL is Europe's leading computer company, with thousands of satisfied users in over 80 countries worldwide, we can offer a quality of business applications experience and ICL Trader Point service back-up that's second

The ICL Word Processor also represents an exciting new springboard for you. The beginning of an Office System Network, in which co-related ICL products will meet all your needs. And that may not be so far in the future as you think. So take the first step now. Fill in the coupon.

to minimise easy-to-read evestrain. gold on bronze display keyboard for positioning.

Big 15 inch.

screen with

ICL Word Processor

1975 1980 1981 Multitone launches digital direct speech intercom multitone

to 20. He will now sub-contract the bulk of the machining work and assemble the machinery in

and assemble age machinery in his own premises.

"It's the way they do it in the States and on the Continent," be said at his Bury St Edmunds base. "Nearly balf my turnover will be sub-contracted during the first year."

Mr Cooper said his turnover had shrink from nearly £2m had shrunk from nearly £2m three years ago to around £1.4m

last year as the order book dried up. During his first year in operation he hoped to reach a turnover of around £800,000. He has sold 80 per cent of the factory's machine tools as well as the site and premises which

be will now lease with backing from Barclays Bank. Mr Cooper's main competition is from West German companies. He said he bad not been able to remain competitive because of high overheads and under-use of capacity.

The early reaction from customers bad been favourable, he said: "They told me I should have done this years

Notice to the Holders of REPUBLIC OF PANAMA U.S. \$70,000,000 Floating Rate

U.S. \$50,000,000 Floating Rate Serial Notes Due 1991 Effective August 2, 1982, the specified office of The Industrial Bank of Japan Trust Company as Paying Agent for the above-described issues will

Serial Notes Due 1990

245 Park Avenue New York, N.Y. 10167 U.S.A. July 9, 1983

trader point To: ICL Trader Point, ICL House, Putney, London SW15 1SW. Please send me further information on the new ICL Word Processor. Company Jame & Address

John Griffiths examines the arguments for relaxing borrowing controls on car sales

Motor trade prepares to lobby over hire purchase

motor industry. The Exchequer would be a net beneficiary by £25m; it would not lead to a big rise in imports; it would increase the new car market by 40,000 to 80,000; it would belp free the logiam in the used car market which is also depressing new car sales; and it would help the entire, embattled industry, from indigenous manufacturers dealers and component

It would also be a step towards eradicating an anomaly: very few consumer purchases apri from cars are now subject to any formal deposit/repayment period restrictions.

which will be put forward within the next month when the Society of Motor Manufacturers and Traders makes a major presentation to the Government. It aims to get current restrictions—one-third deposit, repayment in two years -changed in favour of a 25 per cent deposit and a three-year repayment period.

the end of last year the the way that spending power The "gentlemen's agreement

The fourth test flight

exciting beginning of the next-

ready to go to work, for all of us.

Columbia marked the end of the first phase

of man's most complex undertaking, and the

America's second Space Shuttle, Challenger, was

Shuttle is the essential element of NASA's Space

benefits of space down to earth for the first time.

completed on schedule and rolled out of its assembly

facility in Palmdale, California. Now two Shuttles are

Transportation System. And it will bring many of the

communications, navigation, agriculture, and energy

possible to launch larger, more sophisticated satellites

Built by Rockwell International, the Space

It promises to introduce a more efficient era of

management. The Shuttle's large cargo capacity will make it

The test flights have ended. And on June 30,

and landing of America's

reusable Space Shuttle

controls on cars would not he Association representing the expense of other consumer II per cent had not appeared; the UK last month were are finding disposal of used cara inflationary, according to the UK retail trade, and the Finance spending. The main point is The UK was just entering the "captive" imports from Conditionary, according to the UK retail trade, and the Finance spending. Houses Association formed a that out of that purchasing EEC, so it was inevitable that tinental plants, so the degree to

> But the fact that the SMMT is not prepared to see the matter rest - indeed, that it is going ments of the past 20 years for goods to another." using the industry as a "milch cow" to solve their own fiscal

The campaign is being relaunched against a background These ere the arguments of forecasts that the UK new car market will show no growth this year over the already depressed level of 1981, when 1.48m cars were sold. Mr Turnbull says be could see it sinking as low as

The vill not be the first time for an overall increase in purchasing power. What would staring a move in the first time for an overall would staring a move in the first time for an overall increase in purchasing power. What would staring a move in the first time for an overall increase in purchasing power. the industry hes lobbied for chasing power. What would staring o make noticeable insuch a move in the five years happen instead is that there roads into the UK market, the controls have been in force. would be a discretionary shift in mainly among private buyers.

no case for the Government to much greater access to the continue this discrimination any British market;

The extra revenue for the higher up the list of priorities Exchequer, he argues would —was clearly signalled at the arise because of the 10 per cent rathout's chairman, Mr George sales. There would be no effect Turnbull, to the SMMT presidency. Within hours he was letting fly at successive governments of the next 20 years for small to another.

Implicit in this argument, however, is that the SMMT has little real hope of making any progress on its other market cases was unable to supply boosting demand: the cancella- vehicles, allowing the gaps to be tion of what it bas called the plugged by importers. Mr Turnbull rejects the

afgument that relaxation could lead to a disproportionate rise in imports. This is exactly Mr Turnbull's argument that trois were last relaxed in the cent. a relaxation of HP controls early 1970s. But there are a would be non-inflationary could number of factors which make be crucial. He insists this is the the current situation different: cent of company car purchases

joint front to seek such a power, we are just trying to get traditional European importers which import penetration might change, without success.

a fairer share for cars. We see were in any case about to have rise further would also be

• The UK companies at the time were undertaking major dealership rationalisations, in many cases pulling out of small town ontlets which were then snapped up as franchised out-lets by Japanese and other importers, thus helping increase their penetration;

· Finally, the UK industry was going through one of its hlacker periods of industrial relations problems and in many

None of these conditions apply now, and it is argued that a relaxation would not disproportionately increase imports' market share, which so what happened when HP con. far this year stands at 57.7 per This may not be strictly the

case. Although close to 90 per are estimated to be of British or British-hadged vehicles, about 60 per cent of privete buyers' purchases are estimated to be

Also, roughly half of Fords,

governed by their ability to meet higher demand from plants

in the UK. Vauxhall would be in a difficult position with its highly successful Cavalier, UK output of which is already at maximum capacity. Adequate capacity does, however, exist for its smaller Chevetta and Astra

Talbot has plenty of capacity for its Ryton-built Horizon, Solaro and Alpine models, but its most successful car is the imported Samba.

Ford could expect any increase in Fiesta and Escort demand to be met from UK production, though if there were a sudden surge it probably would draw on Continental plants. Cortina atocks are very high-it is now on production run-out ahead of Slerra—and easier HP would serve mainly to help dispose of them.

BL. currently voicing disapproval of the level of captive expect to benefit.

like most manufaclt is particularly conturers. cerned to see some movement

RELAXING HIRE purphase SMMT, the Motor Agents is used. Cars would gain at the now restricting Japanese cars o Vauxballs and Tabots sold in in the used car market. Dealers difficult and are therefore reluctant to take trade ins- a factor elso depressing demand. But will all the arguments wash with the Government?

The Treasury is not likely to greet the demands for easier credit with any enthusiasm hecause of the difficulties in controlling sterling bank lending to the private sector. In the quarter to the end of June it rose by a record £4.97bn underlining the Government's diffi-culties in controlling private sector horrowing even at a time of low economic recovery.

There was also another spurt in the aiready huoyant levels of lending to individuals with bank credits for bouse purchases reaching new record

also report buoyant demand levels with applications running about 8 per cent ahead of last year's levels. This reflects the fact that, although the real value of incomes has been falling, people have been trying to maintain previous levels of consumption through increased use of credit. Loans for car purchases are repeatedly cited as one of the principal causes of the continuing boosts to credit

Ford wins big share of van sales market vacated by Japanese

BY KENNETH GOODING, MOTOR INDUSTRY CORRESPONDENT

FORD has benefited most from the decision by Japanese manufacturers to restrict shipments of light commercial vehicles to Britam this year.

Registrations of Ford Transit vans in the first half of this year rose by nearly 64 per cent, from 15,116 to 24,759. This improved the company's share of the UK market for medium and heavy vans from 31.5 to over 45 per cent by the end of June.
Ford made sure it would pick

up a major share of the husiness left by the Japanese by mounting two substantial marketing campaigns. The second, which took effect at the end of May, involved some price cutting and Consumer credit organisations improvements to the Transit's specifications.

At the end of 1981 Japanese companies indicated they would hold shipments of light com-mercial vehicles to cut their share of the British market to below 11 per cent compared with the 17 per cent at which it was running tast year. Importers of Japanese commercial vehicles say their allocations for 1982 have been cut by about half from last year's level.

In the first six months of this year, according to figures from the Society of Motor Manufacturers and Traders, registrations of medium and heavy vans rose hy 14 per cent, from 47,873 to

Apart from Ford, the other companies to show substantial progress included Mercedes-Benz, with sales up 68.4 per cent from 1,337 to 2,252, helped considerably by the introduction of petrol-engined versions of its vans mldway through 1981. Petrol, rather than diesel engined models account for 85 per cent of this particular market.

Renault, with its new Traffe-Master range, pushed up sales 249 per cent, from 493 to 1,72L BL's subsidiary, Freight Rover, outperformed the total market with sales of Sherpa vans up nearly 30 per cent, from 4,043 to 4,842 over the aix months.

The society's statistics show registrations for the half-year rose nearly 7 per cent from 110,195 to 117,795. Imports accounted for about 28.9 per cent in both periods.

There was a considerable difference between sectors Registrations of trucks end artics (above 3.5 tonnes gross weight) went up by only I per cent from a very low level of 22,514 to 22,773.

Leyland Vehicles, BL's heavy commercial subsidiary, suffered hadly from the impact of its strike early in the year and its registrations slumped by neerly 25 per cent in the six months from 3,665 to 2,752.

Importers benefited from Leyland's weakness. Scania registrations went up 74 per cent, Volvo up 51.5 per cent, Iveco up 46.5 per cent and Mercedes up 29 per cent. The Japanese have agreed not to export built-up vehicles above 3.5 tonnes grosa to the UK.

Light van sales in the six months rose by 4.8 per cent from 31,583 to 33,109, but bus and coach registrations fell hy more than 12 per cent from 2,695 to 2,366.

Sales of light four-wheeldrive vehicles were down 10.5 per cent, from 5,530 to 4,951. BL's Land Rover offshoot did better than the market as a whole and suffered only a 4 per

Steel consumers attack Government prices policy

BY MARK WEBSTER

BRITAIN'S STEEL users yes- pean Industry Commissioner. terday delivered a stinging attack on the Government's

steel policy. Mr Laurence Kelly, vice-chairman of the British Iron and Steel Consumers' Council, said last winter's steel price rises had inflicted "serious damage" on some steel consuming industries. already had some practical

nationalised supplier at the cost "Many steel users

suffered a serious erosion of their profit margins as a result of steel price increases which they have not yet been able to recover." he told the council's annual meeting.
The council, whose members

account for 60 per cent of the steel consumed in the UK, has already submitted evidence to the Department of Industry about the effect of the price in-

Mr Kelly said the council was awaiting the Department of Industry's reactions to the evi-dence. In the meantime, talks have also gone on with Viscount taken of the use Etienne Davignou, the Euro- profit margins.

Viscount Davignon had assured the council that in future it was his intention to give equal weight to the views of both consumers and producers in developing an EEC steel policy.
The council's loobying has

Mr Kelly sald it was ironic that a Government whose declared aim was to encourage the private sector should pursue policies which protected the comments, and consumers, the consumers of the private sectors are the private sectors and the consumers. The consumers of the consumer quota period was reduced to 12

Mr Kelly said steel prices could again begin to firm up when the current bout of destocking ends but it would not be enough to sustain significant price increases.

He agreed that there would he pressure from producers for further price increases to reflect their growing costs and that it might be necessary to allow some small increase in

But he said that with 50m tonnes of excess capacity in the EEC it was difficult to see the justification for anything more. particularly when account was taken of the users' markets and

Report claims up to 10m people 'poverty-stricken'

BY IAN HARGREAVES

into earth orbit, and then

will extend their usefulness

The Shuttle will make it possible to manu-

facture super-strong alloys, ultra-pure glass, perfect

semiconductor crystals, life-saving medicines,

and other products that can't be made on Earth. It will provide added support to national security,

and with the space telescope, which it will place

in orbit in 1985, the Shuttle will enable us to study

the nature of deep space more closely, and develop a

As prime contractor to NASA for America's Space

better understanding of our own planet, as well.

Shuttles, Rockwell International is especially proud

of its essential role in their development and production.

dream of putting space to work for all the people of the Earth

is at last a reality.

Now that the doors to space are truly open, the

and improve their operations.

service them routinely, which

experiencing a poverty-stricken life," the enthor of a Govern-ment-financed study into social The study steers a middle deprivation said yesterday. course in explaining depriva-

deprivation said yesterday.

Dr Muriel Brown, lecturer in social administration at the London School of Economics, was introducing a publication summing up 10 years of research initiated by Sir Keith Joseph when he was Secretary of State for Social Services in the Heath Government. Sir Keith was anxious to test

his instinct that major social problems associated with poverty often ran in families and were transmitted from generation to generation, with-ont much impact from the

support mechanisms of the welfare state.

He felt that one possible explantion for this "cycle of deprivation" was the "parenting skills" of the poorest families.
It bas taken about 70 people

10 years to complete 30 separate pieces of research. The results are summarised in the book, to be published next week at a cost of £750,000. Funded by the Social Science

Research Council, a body whose usefulness Sir Keith has questioned, and the Department of Health and Social Security, the book concludes that Sir. Keith's belief is true only to a limited degree.

of individuals breaking away from the pattern of poverty in their own family, though it certain identifiable groups, notably single-parent families, ethnic minorities and families of unskilled workers.

ABOUT 10m people, nearly a urhan zones and Northern Irefifth of the population, are land, possessed a dispropor-

> tion, stating that the causes are a mixture of personal influences and the effects of the "system," and suggests that the only way to deal with the problem is by fragmentary and piecemeal improvement of benefits and opportunities for specific groups within the framework of the existing social security laws. In particular, the authors say that the long-term unemployed should be eligible for the premium rate of supplementary benefit that child benefit should be increased, and that poor families should be allowed to earn more before suffering loss

"Imaginative policies of posltive discrimination are needed, says the study, but it strongly contests the claim that the "welfare state" has outlived its usefulness. Despite the Welfare State, by Muriel Brown and Nicolo Madge Heinemann Educational

Books £4.95.

New offer for London busmen By Our Labour Staff

a limited degree.

LONDON TRANSPORT mass.

The research found evidence made a new—but undisclosed—
of individuals breaking away pay offer to the 20,000 London
from the pattern of poverty in bus workers. A conference of union representatives will consider the offer next week. Bus workers previously rejected an offer of a 5 per cent increase with an extra 2 per cent dependent on produc-

Rockwell International is a \$7 billion worldwide, multi-industry company applying advance technology to a wide range of products in its aerospace, automotive, electronics and general industries by sin

Rockwell International

...where science gets down to business

Miners' union will renew pressure for early retirement

BY JOHN LLOYD, LABOUR EDITOR

unfulfilled resolutions — and stages of the conference, press them on the National Coal Its disarray was evident on Board once more.

for retirement at 55, together colourful accretary of the with higher severance payments. Lancashire area, startled delethese claims are likely to be join them."

presented separately. The momentum will be kept

the Kent area, said a motion-next week to approve the pay from Derbyshire-was the most package and to rouse opposi Important of the conference, tion to closures. Snowdown and would allow the unions to Colliery in Kent is the immebring back on the agenda issues diate issue, though Mr Scargill

ators over the coming year and provides a further range of issues on which industrial

action could be called. Delegates and union leaders • The conference unanimously leaving the conference agreed passed an emergency motion it bad been a historic one—the calling for immediate with-first which clearly demonstrated drawal of all Israeli forces the triumph of the left, headed from the Lebanon. by Mr Arthur Scargill, the new Ms Mompati the UK repre-

The old right wing majority that Souh African miners were on the executive commanded by the most exploited

THE NATIONAL Union of the former president Lord Mineworkers ended its four-day Gormley has crumbled and conference in Inverness yester- split and presented only pledged to resurrect sporadic dissent in the early

the first day when Mr Sid This will mean that demand Vincent, the outspoken and and other benefits, will now gates by announcing that he bad join the 31 per cent wage claim adopted the view towards the to be pursued this year. But left of "if you can't heat them

presented separately.

The momentum will be kept
Mr Jack Collins, secretary of up when the executive meets which had been dropped. has said that two more large pits
It places a hig hurden on are earmarked for closure.
unions and Coal Board negoti However, the coal board has

denied this and yeserday it also denied a report that Hatfield Colliery, in the Barnsley area was to close.

immediate withby Mr Arthur Scargiu, the new president, after a 15-year sentative of the African National Congress old delegates

'excludes incomes agreement'

MR ALAN SAPPER, TUC chairman and general secretary of ACTT, the television technicians' union, yesterday warned the Labour Party and union leaders that on agreement on incomes was no part of TUC

He told the National Union of Mineworkers' annual confereoce, in Inverness, that the TUC was committed to free collective bargaining. No future Labour Government

should try to control wages. Condemning the working of the "social contract" under the previous Labour administra-tion, he said. There would be no return to the social con-

Mr Sapper's interpretation of policy will be controversal.

It rests on last year's Congress resolution supporting free collective bargaining and opposing "any wages policy, pay norm or statutory re-

However, Mr Len Murray, TUC general secretary, argued then that the decision had to be taken with other motions and with a report from the TUC-Labour Party liaison committee Economic Issues Facing the Next Labour Government.

TUC policy | Unions fear water council loss

TRADE UNIONS in the water industry yesterday accused the their bargaining power at national level by its proposed Council.

Mr Tom King, Local Govern-ment Minister, announced the abolition of the council, which co-ordinates the activities of 10 autonomous water authorities in England and Wales, on Wednesday.

The council has statutory esponsibility for the industry's long-standing national negotiating machinery on terms and conditions of more than 70,000 workers and staff.

council's functions cease, which Government of trying to break is expected to be September 30 1983. Collective agreements will cease to operate on that date; abolition of the National Water although employees will retain their right to existing rates of

pay and conditions. Negotiations would then be conducted purely at regional level, unless the authorities decided they wished to recom-mend that a future association of water authorities hecomes the oational negotiating body. At present, this seems unlikely,

The 30,000 manual workers in the water industry used to be a

potential disruptive power at national level not far short of

been sporadic unofficial action. Mr Eddie Newall, national officer of the General and Municipal Workers' Union and secretary of the manual unions, said last night. "This is another attempt by the Government to disrupt the bargaining ability

of the unions at national level." He said he could come to no insignificant group, but in other conclusion after examinrecent years they have come to ing the Government's stated

This will end on the day the be regarded as workers with reasons for planning to abolish the council.

Mr King's main argument official national industrial valuable role when it was set that crept nearer and there has been no water Council bas played a valuable role when it was set that crept nearer and there has authorities are now capable of carrying out their job without an additional central body.

Abolishing the statutory national negotiations without proposing statutory arrangements to replace them was "a recipe for chaos." Regional negotiations would result regions being played off against

each other.

Barclays confident of Saturday volunteers

BARCLAYS BANK bopes to avert the threat of industrial action by its biggest union by ahowing that it has been approached by enough volunteers to press ahead with its opening of 460 branches on Saturday mornings.

Today the bank will make the first formal count of responses to its appeal for volunteers. Eighty per cent of Barclaya' 33 regions have reported that sufficient numbers of staff are volunteering.

Next Tuesday the general committee of Barclays Group Staff Union meets to consider hallot on industrial action on the issue. The hank clearly hopes the union will draw back from such a decision if it sees the bank obtaining sufficient

The union has strongly, however, and is urging members not to volunteer before Tuesday'a meeting.

Barclays acknowledges it has had insufficient volunteers from aome areas, particularly some major conurhations where staff would have to travel a long disis still time hefore September 11, when the Saturday plan is to he extended nation-wide.

Liverpool dockers disrupt cargo handling

Liverpool was disrupted yes-terday by an unofficial strike of 1,100 dockers employed by the main operator, the Mersey Docks and Harhour Company. Cargo-handling was halted on not continue to grant aid after 11 ocean-going freighters. Work continued in some parts of the port hreaks even. company'a operation, and at mainly coastal vessels, were un-

days.
A longer stoppage would be a severe hlow to Mersey Docks, which lost £7.5m last year. The Government has warned it will

The strike followed the comother stevedoring companies, pany's measures to achieve About half-a-dozen ships, financial stability—the ending of cargo-handling at Birken-

Birkenhead About recommend a return-to-work at dockers refused to cross the a mass meeting on Sonday. The week, hecause Mersey Docks

THE LOSS-MAKING Port of will be limited to two working rejected their claim for £1,500 branch of the Transport and compensation and a £900 a year travel allowance. The company offered a travel concession only for the first month.

The dispute began to spread when Liverpool dockers refused to cover for striking Birkenhead colleagues David Goodhart adds: The

Haven ports—Felixstowe, Har-wich and Ipswich—have all been hit by labour disputes. The ports have enjoyed considerable growth in recent years because of their normally good labour

Felixstowe's

General Workers' Uoion has imposed an overtime han after rejecting an 8.5 per cent offer om the Felixstowe Dock and Railway Company—a subsidiary of European Ferries. The overtime ban will hit all freight movement at the week-end. Cargo handling at 1pswich has been balted until Monday by a

strike of 130 shed men over

proposed wage cuts, which began last Thursday, continued to stop the movement of all pas-1,200-strong senger ferries and freight liners.

justice in the English courts, Lord Denning said in the Court

Mr Burns Taylor was to follow the path to the European Court of Human Rights successfully trodden last year by three former British Rall workers, said Lord Denning,

recover compensation from Cooperative Retail Services. But that law-the 1974 and 1976 Trade Union Acts—was in-

aod should pay him compensa-tion," sald Lord Denning, adding that he could see no reason why

might, in the long run, get com-

pensation.

closed shop agreement USDAW complained to the TUC disputes committee that in accepting the Co-opworkers as members, the TGWU had broken the Bridkington Principles stopping one union "poaching" aoother's mem-

On the instructions of the committee, the TGWU excluded the Co-op workers, all but 10

Port ahop stewards will docks company hopes the strike

relations.

bonus payments.

The dispute at Harwich over

No English justice, closed-shop man told BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT A MAN who lost his job in 1977 Lord Denning because he refused to join a Mr Taylor's appeal against rulings by an industrial tribunal Tribunal that his dismissal was of Appeal yesterday. The only hope of compensation for former Co-op milkman fair, was dismissed. He was one of a number of Co-op dairy workers in Worcester who, in 1975, resigned

Under the law as ft stood in 1977, the sacking of Mr Taylor had been fair, and be could not

consistent with the freedom of workers to join the union of their choice, guaranteed by the European Convention on Human The UK Government is responsible for passing those Acts

the Co-op should have to com-pensate Mr Taylor, as it bad only done what it had been compelled to do by the unions with which it bad signed a closed sliop agreement.
Mr Taylor could, like the British Rail workers, go to the Human Rights Court, where he

"So, in the end, justice may he done. But not here," said

from the Union of Shop, Distri-butive and Allied Workers, with which they had become dis-satisfied. They later joined the Transport and General Workers Union, at a time when the two unions had just signed the

of whom then joined USDAW. Mr Taylor, who was one of the 10, was dismissed by the Co-op. An industrial tribunal re-jected his unfair dismissal claim on the ground that the practice at the time bad been for Co-op employees in Mr Taylor's cate-

gory to be members The appeal tribunal took the same view, said Lord Denning, He added that Mr Taylor had. bowever, been subjected to a degree of compulsion that was contrary to the freedom guaranteed by the Human Rights con-

The clear way forward.

Hospital strike on sacking

SEVERAL HUNDRED hospital was sacked for an alleged ancillary staff in Liverpool took all-out strike action yesterday after a union official was dismissed for allegedly assaulting a colleague who opposses the health service pay dispute The stoppage left four hospitals without emergency cover and hit services at three others.

Mill Road hospitals on Wednes-

day when Mrs Bella Tracey, a

assault on a cleaner at the beginning of last month.

But a meeting of officials representing all the main bealthunions in Liverpool yesterday called on National Health Service ataff to return to work to

Sponlaneous walkouts began • The Association of Scientific, at the Alder Hey, Newsham and Technical and Managerial Staffa Technical and Managerial Staffa last night rejected an improved management offer of between branch secretary of the General 5.2 and 5.8 per cent for 16,000 and Municipal Workers' Union, NHS medical laboratory staff.

The railways are in terrible danger. Unless we resolve the problems immediately the consequences for every railway man and woman will be grave.

British Rail is at the point where it

commitment to talk about change. Improvements in productivity are vital to the future of the railway. Without them we cannot hope to secure the investment to build the modern railway which our customers and taxpayers are entitled to.

needs commitment to change and not just

The introduction of flexible rostering is a relatively small but significant step. It is the key to productivity gains which will be worth over £40m a year

Endless delay

ASLEF has been given ample opportunity to talk. Those productivity gains were discussed as long ago as 1979. Almost a year ago, in August 1981 an agreement was signed by ASLEF to negotiate changes. In April this year the Railway Staff National Tribunal chaired by Lord McCarthy argued that flexible rostering is essential for a more efficient railway.

The Board has patiently tried to negotiate. It was prepared to consider the introduction of flexible rostering over only part of the system. At the same time it was prepared to explore ideas to achieve economies developed by ASLEF Then a week of silence, followed by

their call for a strike. Now they're saying let's have

talks about talks again.

This won't do-we've had over two years of it. Our markets are shaken and confidence in BR's future is shaken.

The record of ASLEF's Executive this year is one of going back on promises made. They have used every delaying tactic to avoid the issue. This time they cannot be allowed to fudge. For the sake of our drivers, they must deliver

A normal working method

A variable working day is widely used throughout British industry. It is the normal working method for train crews in most European countries. It has been accepted by two of the three railway unions and is working well. In February this year the independent conciliation service, ACAS backed by the full authority of the TUC, re-established ASLEF's commitment to productivity. Flexible rostering has been endorsed by the ultimate body of the negotiating machinery to which ASLEF adheres so tenaciously-the Railway Staff National Tribunal. Within hours, ASLEF rejected the Tribunal's findings.

Improvements for drivers

Furthermore, flexible rostering offers substantial improvements to the drivers themselves - a shorter working week resulting in more rest days and fewer unsocial starting hours. With NUR the rosters have been negotiated locally and a high degree of flexibility has been achieved. Last week the NUR Annual Conference gave it full backing. With ASLEF even where local staff have been prepared to consider the new workings, they have been ordered by their Executive not to talk about them.

The real threat to jobs No-one will be forced to leave the railway by flexible rostering. The only immediate threat to jobs is the strike itself. But if the strike goes on, more and more jobs are threatened.

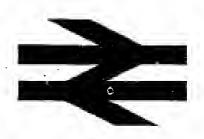
A clear commitment to change

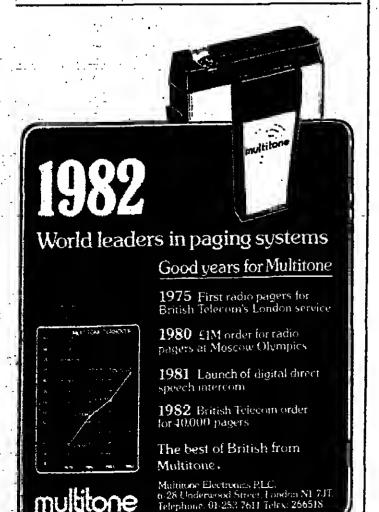
The Board will implement flexible rostering. 31 depots were posted with new rosters this week: next week there will be 70. To create the modern railway that every sensible person wants, we need a commitment to change throughout our industry, and a willingness to carry it out.

Flexible rostering is the essential first step. It is not unreasonable. It has the backing of the Railway Staff National Tribunal and Lord McCarthy, the NUR, the TSSA and the public. It is working well for guards. It will work very well for ASLEF members and their families.

This week has damaged the railwayand the prospects of railway men and women. We have run services with a limited number of drivers. In commonsense, this cannot go on much longer.

Time is critical now-day by day. Unless ASLEF calls off its strike immediately or drivers return to work, there will be unavoidable and grave consequences for all who work on the railway.





CHARTER CONSOLIDATED P.L.C. NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN that the seventeenth ennuel general meeting of members of Charter Consolidated P.L.C. will be held in the Caxton suite at the London International Press Centre, 76 Shoe Lane, London EC4A 3JB (New Street Squere entrance), on Tuesdey 10 August 1982 at 12 noon for the following

- 1. To consider the eccounts end the report of the directors for the year to 31 March 1982.
- To declare a final dividend.
- To reappoint as directors Mr G. W. Mackworth-Young, Mr A. E. Oppenheimer, Mr N. F. Oppenheimer, Mr J. O. Hembro, Mr M. B. Hofmeyr, and Mr G. W. H. Relly.
- To reappoint Coopers & Lybrand es euditors end euthorize the board to fix their remuneration.
- S. To consider the following resolution which will be proposed
 - '(A) That the regulations contained in the print of the erticles of association submitted to the meeting and for the purpose of identification signed by the cheirman be approved and adopted as the articles of association of the company in substitution for and to the exclusion of all the existing articles of association.
 - That the following amendments to the share incentive scheme adopted by special resolution of the compeny in general meeting on 14 July 1970, as subsequently emended, be and are hereby approved to the intent that such approval shall in so far as requisite operate by way of alteration of the articles of association of the compeny adopted pursuant to paragraph (A) of this resolution: (i) in clause 5(ii) and clause 11(e)(ii), the deletion of " Articles 71 and 72 of:"
 - (ii) in clause 10, the deletion of "Articles 21 to 26 (inclusive)" end the substitution therefor of " Articles 20 to 25 | inclusive);"
 - (iii) in clause 11(c), the deletion of "Article 132 of the Company's Articles of Association as altered on the 14th July, 1970," and the substitution therefor of "Article 129 of the Company's Articles of Association:
 - (iv) in clause 12(a), the deletion of "Articles 38 to 43 inclusive) " end the substitution therefor of "Articles 26 to 30 (inclusive) and Article 34:" I inclusive)
 - (v) in clause 121c), the deletion of "Articles 18 to 20 inclusive) " and the substitution therefor of 'Articles 32 to 34 (inclusive)."
- To consider the following resolution which will be proposed as en ordinary resolution:

That, in accordance with paragraph 20(c) of the schedule to the trust deed dated 17 August 1981 and made between the company and various subsidiary companies and Abercom Nominees Limited as trustees constituting the company's profit sharing scheme, the said trust deed be hereby amended by the deletion of the definition of "Qualifying Employee" in paragraph I of the schedule thereto and the substitution therefor of the following:

- "Any person who, as at the releted Appropriation Date, "
- (a) is an Employee, and
- (b) has for periods amounting in aggregate to not less than five yeers been
- (i) an Employee, and/or
- (ii) an employee (including a director holding a salaried employment or office) of eny subsidiary (within the meaning of section 154 of the Companies Act 1948) of the Company, and/or
- (iii) en employee (including a director holding a salaried employment or office) of any company which is or has been essociated with the Company and who is offered participation in this Scheme by a decision of the

A member entitled to attend and vote et the meeting is entitled to eppoint one or more proxies to ettend and, on a poll, to vote instead of him. A proxy need not be a member of the company.

by order of the board D. S. BOOTH

secretary

40 Holborn Vladuct London ECIP IAJ B July 1982

NOTES

- 1. Holders of share werrants to bearer who wish to ettend in person or by proxy or to vote at the meeting must comply
- To be valid the form of proxy must reach the company at PO Box 102, Charter House, Perk Street, Ashford, Kent TN23 2BR, not less than 48 hours before the meeting
- There are no directors' service contracts required by The Stock Exchange to be made available for inspection at the meeting.

MALAYSIA MINING CORPORATION BERHAD

NOTICE OF MEETING

NOTICE IS HEREBY GIVEN that the sixth annual general meeting of members of Malaysia Mining Cordoration Binthad will be held at the conference room, Pernas Charlet Menegement Sdn Berhad, Wisma Bunga Raya, 152, Jalaa Ampang Kuala Lumour, Malaysia on Saturday, 31at July, 1962 at 10.00 am in the purpose of considering Jad, If thought at, pussing the following

That the respective balance sheets and groft and loss account to the respective there on on the common wast of the group of the respective that the respective results of the company and of the group is the results of the company and of the group of the results of the respective respective results of the r

- That Mr. A. J. W. Owston, who rethea dy rotation, se and is re-olected a director of the company."
- "That Y. M. Raja Badroj Anmad, who retires by hereby re-elected a director of the compeay." That Mesurs Peat, Marwick, Mitchnil & Co., who are eligible and here given that consent for ro-adpointment, be and are hereby exampled the company's auditors for the deriod until the conclusion of the new januar oanceal meeting and that the remoneration re be paid to tham do hard by the board."

FAISAL SIRA

CLASSIFIED ADVERTISEMENT RATES

	Per line	Sinole column cm £
Commercial and Industrial Property	8.00	27.50
Residential Property	6.00	20.00
Appointments	8.50	29.00
Business, Investment Opportunities	8.50	29.00
Businesses for Sale/Waoted	8.50	29.00
Personal	6.00	20.00
Mntnr Cars	6.00	20.00
intels and Travel	6.00	20.00
Contracts and Tenders	8.00	27.50
Snok Puhlishers	. — .	net 12.00

Preminm positions available (Miolmum size 30 column cms) £6.00 pec aingle column em extra

For further detoils write to:

Classified Advertisement Manager Financial Times, 10 Cannon Street, ECAP 4BY

FUILTSU LIMITED Notice to Holders of

Notice to Holders of European Depositary Receipts ("EDRs'")

NOTICE IS HEREBY GIVEN to holders of EORs that Fujitsu Limited oald a dividend 91 V5.25 gross per stare on 30th June 1982 to shareholders on the Compeny's register el the close of business on 31st March 1082. This dividend has been converted to US Pollers end amounts to US\$ 12.51 pross ser EOR.

Accordinate:

Press ser EOR.

Accordingly: Klainwort. Senson
Limited as Oepositary informs highdra
OI EORs that they should claim their
dividends by greeseting Coupon No. 1
sh or after 12th July 1082 et al.
the office of the Oepositary Kleinmort. Benson Limited. 20 Fencium Street.
Spreet. London ECP 308. or (b) the
Offices of the Agents. Moroan
Guaranty Trust Comdeavy of New
York, Avenue des Arts 18. 1040 Brustela or Baroue Internationala a
Luxembourg. Sen. 2 Boulavard Royel.
Luxembourg.

Linkembourg S.A., a Boulavard Royel. Linkembourg S.A., a Boulavard Royel. Linkembourg. Coupons must be left for three clear business days for examination, und may be presented on any weekday (Saturdey end public holideys as-cepted) during normal business bours. Jadanese withholding tax at the rate of 20 per cent, will be deducted from the gross valun of all dividends oand unless the EOR higher fodges. In a form acceptable to the Oedssitary an emdevel of residence in a country having a tax traaty or egreement with Japan providing for a lower rete of withholding tax, in whith case such fower rate will be applied. The difference between the amount of withholding tax is deducted and the standard rate of income tax navable in the United Kingdom will also be deducted from all dividands daid in the United Kingdom unites holders of EORs furaish the Oepositary with the fuser endaying of non-realesce in the United Kingdom.

KLEINWORT. BENSON LIMITEO

KLEINWORT, BENSON LIMITEO

Landon 8th Jply 1082

TEXASGULF CANADA LTD./ KIDD CREEK MINES LTD. 525,000,000 (Canadiani 91;% Notes due 1983 525,000.000 (Canadian) 10% Debentures due 10%

NOTICE TO HOLOERS

NOTICE TO HOLDERS

NOTICE TO HOLDERS

NOTICE IS HEREBY GIVEN to the holders of the 01-% Notes due 1038 and the 10% Outentures due 1038 (1986) and the 10% Outentures due 1038 (1986) and the 10% Outentures due 1038 (1986) and 10% Outentures due 1038 (1986) and 10% Outentures deep 10% Out

The outstending Snourities will neither be stamped with the new name of the Issuer nor exchanged for acre securities.

Certified coules of the Articles of Amendment chenging ihn neme of the Issuer have been lodged will the Luxembourg Stock Exchange, R. A. WILLOUGHBY.

July 9th, 1082 Torento.

JAMES DEATTLE PLC NOTICE IS HEREBY GIVEN that the 6":
Preference Share TRANSFER BOOKS of
the Compeny will be closed from the
24th to the 31st July, 1082, both deles
inclusive. By Order of the Board.
G. T. LOWNOES,

71 78, Victoria Street,

PUBLIC NOTICES

OONCASTER
METROPOLITAN 2000UGH COUNCIL
66.500.000 Bills 121,", Issued Bith
July 1982, Applications totalied
554.500.000. These are the gnly Bills
outstanding.

BIRMINGNAM COUNCIL BILLS
513.50m 01dev Bills issued 8th July, 1922
interior 7th October, 1082. Applications
totalled £81m. Minimum eccepted price
£96.95. Average rate of discount 12.23%.
Total Bills outstanding £40.25m.

MIODLESBROUGH BOROUGH COUNCIL £1,250,000 Bills issued 7th July 1002 at 12 15 64% dua 6th October 1982, Total adplications £7,500,000. No other Bills outstanding.

PERSONAL

IN LOVING **MEMORY**

Floraf Iribules lede. Your regard for a departed (nand lives an if you make a donation in their name to Help the Aged's work — towards a bay Contre for the Idnely, modical treatment or research for the old, or help for the housebound Every E achieves a great deal for the old. Please for us know the name you wish to commemorate.

The Hon. Treasures The Rt. Han, Land Maybrey-Kins Help the Aged Room FTINM, 32 Nover Street

Landon WIA 2AP

ART GALLERIES

SKIPWORTH GALLERY, S. darchment Street, Winchester, Ter 062 2011. Renowned arbsts Salote Meritime Englead Year 1988 with a Meriae Exhibition until July 20. WRITECNAPEL ART GALLERY, E1. 377 OCO7. Tube Aldgete East. To 3.6 Soot. SIR CRRISTOPHER WREN Sun-Fri 11-5 SO. Thurs. until 7.50 (Thors. 15.7 S.t.5]. cl. Sal. Admission £1 t50d), free Childred & Mondeys 2-5.30. ARTEMIS FINE ARTS (UK] LIMITED, 15. Oute Street, 5t. James, W1. Exhibition of MASTER RRINTS AND ORAW-INGS, Man.Fri. 10.5 unto 23rd July. Also WHISTLE ETCHINGS at Sa. Masons Yard.

COLNAGMI. 14. Old Bond Street. WI.
91.401 7408 OISCOVERIES FROM THE
CINQUECENTO until 7 August: end
ITALIAN OLO MASTER ORAWINGS
until to July. Mon. Fri. 10-8, Sal 10-1. LEFEVRE GALLERY, 30. Bruton St., W1 01-403 1572 3 AN EXHIBITION OF IMPORTANT XIX AND XX CENTURY WORKS OF ART, MON.-Fri, 10-5, Sab.

LUMLEY CAZALET, 2°. Davies St., W1 409 S058. JACOUES HNIZOOVSKY --Weedcuts and Lingcots. Until 23 July SIR WINSTON CHURCHILL Exhibition of Paintings. Wayne Gallery, 17. Old hond St. W1. 01-629 4511. ROYAL SOCIETY OF BRITISH ARTISTS at the Mall Galleries, Tde-Mell, 5W1. Annuel Eshbn, Dally (Inc. Sons.) 10-S. Till July 21st. Adm. SOp.

CLUBS

EVE has outlined the others because of e boiley of tak olay and value for inners. Supper from 10-5.30 em. Olaco and too musiciens, olemorous hostesses, exerting Roofshows, 189, Regent St. Ot-734 OSS7.

BUILDING **SOCIETY RATES**

Every Saturday the Financial Times publishes a table giving details of

Building Society Rates on offer

to the public For further details please ring: 01-248 8000 Ext. 3606

UK NEWS - PARLIAMENT and POLITICS

Dublin's interest in Ulster recognised

By Margaret Van Hattem. Political Staff

THE GOVERNMENT'S recognilion of the Duhlin Government's right to a say in the affairs of Northern Ireland was yesterday given ita-clearest expression so far in the House of Lords by Lord Gowrie, Minister of State for Northern Ireland.

Introducing a dehale on the Second Reading of the Northern Ireland Devolution Bill, he said it was "fantasy to maintain that lbe republic had no proper concern with Northern Ireland affairs.

The republic's internal security and its judical system were affected by the troubles in Northern Ireland, and the cost to the republic of the present "excellent" cooperation between police in the North and South was buge."

" Southern Irisb politics, no less than Northern Irisb politics, hinge on the 1921 parti-tion settlement," he said. "Then there is the very physical presence as well as the political issue of the land horder. Above all there is the inalienable fact that a third of the population of Northern Ireland consider themselves Irish." The tone of Lord Gowrie's

speech indicates a sense of relief on the part of the government that the Bill bas cleared all hurdles in the Commons, in the face of determined minority opposition, and possibly a sense of regret that the Bill could not have gone further towards meeting the demands of the province's nationalist nulnority. In order to isolate the Bill's

pro-Unionist opponents in the refrained from going as far as it earlier seemed prepared to do in conceding nationalistoriented amendments. The indications are that the

Government will now make a concerted effort to woo memhers of Northern Ireland'a Social Democratic and Labour Party, the only major nationalist party in the province which has consistently stood ont against the IRA. The SDP is strongly opposed to the devolution proposals. Among all the Northern

Ministers, Lord Gowrie is generally recognised as being the most sympathetic to the nationalist cause and he was personally responsible for most of the passages in the White Paper on Northern Ireland specifi-Northern Ireland citizens to be Irish and to seek to. express their Irish identity in

Much of Lord Gowrie's tives while Labour appears to speech yesterday appeared designed to reassure the nationalists of the Government's sympathetic apprecla. tion of their case. The Government had gone much further than any previous Government to recognise the legitimacy of the political tradition that sapired to Irish unity, he said. However, he stressed that

white the Government would be hanny to see the creation of a narliamentary lier to tht Angla-Irish Council, there could be no question of enercion or even encouragement. The Angle-Irish institu. tions concht he the nationalists might well not come into being immediately, or he used immediately. "You cannot force the pace.

Anglo-Irish relations can roll forward or roll hack. At the moment, and I very much regret this, they are not as close as they might he and should he."

Falklands inquiry terms approved

MPs last night approved the composition and terms of Mrs Thatcher over her "sneer" reference of the inquiry which that bad a Labour Government is to investigate the part heen in power, it would not played by Ministers, the have been prepared to fire a intelligence services and other shot to repel the Argentine inofficials in the events leading up to Argentina's invasion of the would not have needed to," he Falkland Islands.

The Prime Minister reaffirmed

Ar Foot used a lighter touch

her hope that Lord Franks who is to preside over the inquiry, ter. He recatled the experience and his colleagues would be able of the hero of a Victor Hugo and his colleagues would be able to complete their work within novel, whose involvement in a six months. Her assertion that the mem-

hership of the inquiry gave the sbot. hest possible assurance that the review would he carried out with independence and integrity was backed by Mr Michael Foot. the Labour leader. Mr Roy Jonkins, leader of the SDP, and iwo former Prime Ministers, Mr James Callaghan and Mr Edward Heatb.

But

expected to resign if the inquiry

showed that the government had been seriously at fault in

invading the Islands.

The strongest challenge to the Prime Minister in the course of a three-hour debate came from Mr Callaghan when ne renewed his earlier charges that had the Government made the right judgments about the deployment of Royal Navy ships Argentine forces would have never invaced the islands.

To cheers from the Labour benches he declared: "Until my dying day I shall never get out of my head the belief that this was an uonecessary war. "I hold the Prime Minister responaible for what took place.'

Labour's local poll share falls

By Our Political Editor LABOUR'S share of the vote in local government hy-elections during June was the low-est for more than a year. According to estimates com-

piled by Labour Party supporters, the party took only 23.1 per cent of the total vote in the 30 wards contested during June. This compares with 43.2 per cent for the Conservatives and 28 per cent for the SDP/Liberal Alliance which is considerably less than last winter.

It is impossible to tell whether these wards are repre-sentative of the national trend. But on the basis of previous incumbency the Conservatives wone nine seats and lost four, while Lahour won two seats and lost six. The gains and losses. of the Alliance cancelled each other out while others lost one

In the 24 wards where all three main parties stood to-gether the Labour share of the vote was 22.4 per cent, com-pared with 46.7 per cent for the Conservatives and 28 per cent for the Alliance. Last month's figures indicate that the Faiklands factor may have benefited the Conserva-

be suffering from its internal divisions. There are naturally sharp variations in the results from month to month, but the trend since the heginning of this year shows that the Alliance share has dropped from over 40 per cent to around 30 per cent or less, while the Labour

share has slipped back from he-

tween 26 -28 per cent to 25

per cent or less. The main beneficiaries have heen the Conservatives whose share of the vote has risen from 25-27 per cent range to well over a third most recently and up to two fifths last month. Ellnor Goodman adds: The register of Lahour groups, approved by the last meeting of

the party'a national executive committee as a way of dealing with Militant Tendency, has now heen set up. An advertisement in this week's issue of Lahour Weekly invites all non-affiliated groups of Labour Party members to apply immediately for registration.

Mr Callaghan also hit out at Mrs Thatcher over her "sneer • to discomfort the Prime Minisoaval battle had reaulted in his being first decorated and then Mr Denis Healey. Labour's ahadow Foreign Sceretary, left the Prime Minister in no doubt that she would be

failing to deter Argentina from alt the "signals" which Argen-tina's leaders had detected from He said the Prime Minister would he expected to show the same courage in accepting the implications of such a judgment

Foreign Secretary in April.

Mr Healey contended that General Galtieri, the head of the Argentine junta had made it clear well in advance that Argentina would he prepared to their papers by aucressor the solution of the prime Ministers of former Administrations before access could be gained to their papers by aucressor Mr Heath made it clear that use force to gain possession of to their papers by auccessor the Ialands if it seemed likely. Governments had been settled that their forces would not on bis terms. encounter aerious resistance.

Strike-breaking drivers

BY JOHN HUNT, PARLIAMENTARY CORRESPONDENT

TRAIN drivers who are con- Mrs Thatcher insisted that the

the strike decision of the Aslef system for the benefit uf the

tinuing to work in defiance of responsibility for running the

Mrs Thatcher commented: "I less than £500,000 this year and

She believed that the majority charged with the responsibility,

of railwayinen were "ready and of running the railways should willing " to carry on working be allowed to get on with lt."

apply to Aslef as it does to the the Conservatives did not have NUR," she added.
Questioned by Mr. Derek' they could run the business

record on loan payments

ment Secretary, told a confrence Secretary of State, Department of black businessmen vesterday. of Industry, congratulated the

Commerce and the Commission units to deal with small husi-

Addressing a conference in major clearing hanks, which

praised by Thatcher

executive were congratulated by

the Prime Minister vesterday.

She made clear that she hoped

more drivers would follow their

"They are doing a far hetter

service for themselves and the

railways than those out on

Once again she came in for

strike," she told the Commons.

strong criticism from Labour

hack henchers but rejected

demands that the Government

should intervene to solve the

who have continued to work

came after Mr Edward Taylor

(Con, Southend East) told her

he had travelled from Southend

to London on a train filled with

hundreds of passengers despite

would like to offer encourage-

ment and congratulations to those many Aslef drivers who

are working and carrying out

their duties to the travelling

"I bope that will very soon

murity, according to research

conducted by the Abbey National Building Society, Mr Michael Heseltine, the Environ-

said there was a great deal of business.

The Prime Minister empha-

sised that the responsibility for declared running the railways rested. The Pri

Foster (Lab, Bishop Auckland), better:

dispute.
Her endorsement of those

example.

the dispute.

Mr Healey maintained that a matter of couriesy hut of con-

and the second of the second o

the actions of the British Government had led them to decide that the invasion was an

stitutional practice which had heen established since 1917 when Cabinet minutes were first introduced. "I hope we have now had this fully confirmed. Mrs Thatcher announced that four former Prime Ministers, Mr Macmillan, Lord Home, Sir Harold Wilson and Mr Callaghan, as well as Mr Heath had agreed that the committee should have access to the relevant documents of their Administrations subject in the conventions which had been observed in the past. The Prime Minister told MPs that while the committee itself would determine its own proce-

public was vested in the hoard.
"It is for them to run it under

the terms with which they are

But according to Mr Foster,

she bad hetrayed the nalional

Interest by refusing to hring the

partles together. "If the board

is looking after the railways interest and Aslef rightly, is looking after its memhers

Interest, who is looking ofter

the country's interests?" he de-mended. "Is that not your job?"

The Prime Minister was also criticised by Mr Michael Meacher (Lah Oldham West)

who claimed the Government

was giving unquestioning sup-

port to the board. Mr Meacher

said that the introduction of flexible rostering would accord-

ing to BR's own figures, save

only £9m over the next three years. In contrast, he said, the

dispute was costing £9m a day.

real purpose in this dispute is

She told, the opposition that

But the experience of Ahhey

National was that trading with

the black community was just

the same as trading with whites.

Secretary of State, Department

Mr John Macgregor, Under

The Prime Minister

"This is a ludicrously faise

charged," she said,

dividual the person concerned should he given details and an

as that exhibited by Lord decide that the incompanion when be resigned as acceptable risk.

dure it had been sugersted to Lord Franks that should criticism he directed at any in-

that there would he only "very rare deletions." Mr Humphrey Atkins (C Spelthorne), one of the Foreign Office Ministers who resigned with Lord Carrington, welcomed the inquiry. But he argued that it inevitably suffered from a flaw—it could not question Cen He atressed that it was not

Task force dead to be returned

opportunity to make represen-

Mrs Thatcher made it clear

that the Government would

reserve the right to prevent

publication of sections of the

report relating to the accurity

aervices. But she envisaged

tations orally or in writing.

MRS THATCHER annunced that the Government would bring home the hodies of British servicemen huried in the Falklands, if their families wished

She also announced an immediate inveatigation into how this decision appeared in newspapers before she inld MPs in the

Commons. The decision means that acrylcemen who died and were huried temporarily in hillside graves on the Islanda will be disinterred and brought home for rebnrial. But where the families wish, the hodies will be reducted in the Commonwealth

War Grave at Port Stanley. About 80 British servicemen out of the 255 who died in the hattle for the Falklands are hurled in the islands. The rest died at sea or in the air. Mrs Thaicher told Mr George

Robertson (Lah, Hamilton) in a Commons written reply: "After considering all aspects of this most difficult problem, includeconomy and suggests that your ing the practical difficulties involved, and having read the to break Aslef," Mr Meacher letters I have received frum the next of kin of those killed and squarely with the BR board, this accessation and said. Those where the next of kin wish, arrangements will be made for the return to the United Kingdom of the bodies of the fallen who have been given temporary hurial on land in the Falkland

Islands.
Mrs Thatcher sald that where next of kin wished the bodies to remain in the Falkland Islands they would be buried with all due ceremony at Port

"Arrangements will be made for close relatives to visit the graves if they so wish and similar arrangements will he made for close relatives of those lost or buried at sea who wish to visit the Falkland Islands." Mr Robertson complained that

he had had to learn of Mrs Thatcher's decision through the Press. "I will try to find out precisely what has happened." the Prime Minister told him. The Queen has approved a South Atlantic campaign medal for the Falklands Conflict

Heseltine defends blacks' Stanley. THE BLACK community's misconception about hlacks payability to pay back loans is as good as that of the white com-

Thatcher told the Mrs

London jointly sponsored by the were all represented at the con-UK/Caribbean Chamber of ference, for aetting up special Commons details would be disfor Racial Equality, the Minister nesses and in particular black closed in a White Paper

continuity; but, even more, we want good politicians who will be determined, clever, and if necessary cunning enough to harness the intellect, energy and imagination of civil servants to the task of overcoming the obstacles which too cautious a view of reality, or too great an emphasis on continuity, can sometimes place in the path of the Government

test out bis theories since he has just been appointed a member of the Franks committee of inquiry into the Falklands "No Minister" by Hugo

Sir Patrick will be able to

Young and Anne Sloman, BBC publications, £4.75 (£2.50 paper-back).

MANDARIN INSTINCT FOR CONTINUITY

Exploring the myths of Whitehall

BY PETER RIDDELL POLITICAL EDITOR

the most elusive subjects for an "Yes, Minister." myths of a powerful civil ser- of the civil service: "Is it ton

no more easy to pin down, rather than clearent. They Various attempts have heen depend on the strengths and made to focus on where the weaknesses of individual Minimade to focus on where the power lies, mainly from the poli-, sters, and officials, and on what ticians' viewpoint (most entertainingly in Gerald Kaufman's much as what they receive in "How to be a Minister"). But return. there have been few public inunusual officials like Sir Leo Pilatzki, have been reluciant to write their memoirs. A few assiduous journallsts interested

the mandarins' veil. Hugo Young of the Sunday BBC therefore achleved some-

"No, Minister." asks a series outsider to grasp, let alone "No, Minister." asks a series explain fairly. The alternative of questions about the working

vice trying to steer politiciana powerful? Is it too big? Are along 5 departmental and con-civil servants incompetent? Are servient to the lead of politicians are both unconvincing.

The truth is more width. The truth is more subtic, yet Sloman concede, are tentative

Ministers demand of officials as

A consistent theme is that sights from civil servants, who, there is a distinctive Whitehall apart from diplomats or highly culture (as also reflacted in Heclo and Wildavsky's " Private Government of Public Money"). Whitehall prizes the sober virtues of discretion, judgment, in this field have bad to work civility and fluency. Initiative hard for the occasional lifting of "and radicalism are less ohvious

ways to the top.
The result is, perhaps, that Times and Anne Sloman of the the mandarins have an instinctive preference for continuity powerful hurdle for civil servants, as well as politi- minister eager for radical action. a hook entitled "No. Minister." officials have at least half a Minister of Agriculture, as civil servants to identify the Appropriately, this is complicate in arguing lbat all they are quoted in the book, "about the factors of reality, and to make mentary to the earicature producing is pulting "reality" in need to promote high flyers clear any disadvantage of dis-

WHITEHALL provides one of vided in the television series front of Ministers who may not more rapidly to the top. have fully thought through the implications of their policiea. Another feature of th

ism. There is a aense that it is only the civil servants who keep "the show on the road" in face of the caprices of Ministers, Commons committees pressure

All this sdds up to the feel. . ing of exclusion from business, and civil-servants alike, are frem politics and from much of least at home in dealing with the outside world. Admittedly, the partnership between Whitemuch has happened in recent hall and the wealth-creating years to promote a wider view with contacts and exchanges Perhaps the last word should hetween Whitehall and else go to Sir Patrick Nairne, who where. But an outsider is still retired last year as permanent left with the impression of a career structure which, though with many valuable features, restricts options and perspectives for many officials from

their early twenties. The fact that there are no obvious solutions does not rule thing of a breakthrough when rather than change, creating a out change at all. In a review in the process—will the politication of the process—will the politication of the process—will the politication of the process—will be politicated by the process and the process are the process. yesterday's issue of The clans exercise real power and Listener, Mr William Rodgers be effectively on top. cians, to talk about power in a But the harrier is not insuper- of the Social Democratic Party BBC radio series last summer. able, as shown in the changes says he agrees with the com-This has just been published as achieved by Mrs Thatcher. And ment of Mr Peter Walker, the a hook entitled "No. Minister." officials have at least half a Minister of Agriculture as

civil servants seconded as rethe aearch assistants to MPs, bedistinctive Whitehall culture, csuse too few officials have an especially in the Tressury, is instinct for parliament and the an attitude almost of monastic-political process. I would welpolitical process, I would welcome much greater recruitment to the Civil Service, either on secondment or a permanent hasis, of those who have begun their careera risk-taking in groups and, not least, the industry, commerce and the "Governments,

"I would like to see young

world of business,"

secretary to the Department of Health and Social Security. In a suggested conclusion to the hook, be said: "Only when Ministers are determined to pursue new, and perhaps radical policies challenging the arguments of reality and continuity

The promotion of policy change is the principal challenge of politics. We want good

Sir Patrick Natrne: *principal

challenge of politics"

FINANCIAL TIMES SURVEY

Friday July 9, 1982



ocations marked by a black star are areas where the Weish Development merked by a block of the medical property of the state and advance factory programmes, erising from the steel industry curbacks. The symbols

CONTENTS

Regional development: latest plans	
Steel and coal sectors: facing renewed pressures	
The EEC: links have been strengthened	
Businessman's guide: useful addresses	
Clywd: attracting foreign manufacturers	I
Gwent: new factory project	Ι
Profile: AB Electronics Products Group	Ī
Politics: impending by-election at Gower	Ī
Constituencies: proposed changes	I
Weish television: major developments	I

This survey was written by Robin Reeves, Welsh Correspondent

Mdles

Waiting anxiously for the upturn

WALES is anxiously awaiting an economic upturn. Exactly three years ago this month, the British Steel Corporation announced that iron and steel making was to end at its Shotton Deeside plant, in North Wales. This signalled the opening of a new era of major cutbacks and redundancies which has continued, with few interruptions, ever since.

The latest major blow came only last month. BP Chemicals announced that 1,100 jobs are to be axed at its Baglan Bay and Barry plants — as part of the major rationalisation plan worked out with ICI to try to restore equilibrium to the chemical market. Yet, not long ago, BP used to boast privately that it was the most secure employer in South Wales-the longpromised recovery is proving very elusive.

whereas initially the rate of Welsh unemployment surged proportionally ahead of the rest of Britain (the level is always up to 50 per cent above the South-East of England), thereafter the English regions have been tending to rise more

It is also one of the ironies of the situation that the Government was being warned by the Commons Welsh Affairs Select Committee, two years ago, that it risked provoking "serious social disorder in Wales" unless It acted forcefully to reverse the increasing tide of joblessness arising from the steel rundown. In the event, the riots which spread like a bushfire through the English cities last summer,

It is true that unemployment own politicians give it credit in Wales is no longer rising as for. It remains an interesting rapidly as it was. Indeed, subject for sociologicial specula-

Perhaps the reasons is that unemployment is not a new experience in Wales and, although Welsh communities are economically deprived, they are longer-established and bold together better in difficult economic and social conditions.

Even so, with 166,000 out of even so, with 166,000 out of work (that is a fobless rate of nearly 16 per cent and still rising), black spots of up to 30 per cent and more, and a growing army of long-term unemployed, there is a major

Some rays of economic sun-sbine are badly needed, not only to start making a dent in the unemployment statistics, but also simply to allow Welsh concrete evidence that the industry to start profiting from Principality is a more peaceful the major productivity gains society than even some of its which have undoubtedly been only help these two basic in-

chalked up in the past two to three years.

Despite the recession and poor immediate prospects, many companies throughout Wales

bave invested sums they could ill afford at painfully high interest rates, ready for the up-turn. They feel in need of a

Nowhere is this more true than in the steel industry. The productivity gains at BSC's Llanwern and Port Talbot steelworks have won national and international acclaim. Yet the level of orders is such that there is now fresh speculation that BSC msy be forced to contract its steel-making capacity still further, and that one of the two major Welsh plants may still be the fall victim. (The alternative target, Ravenscraig in Scotland, has not improved its performance by anything like the same extent. But its closure would leave Scotland without any significant steel-making

A taste of things to come may be the loss of more than 300 jobs at BSC's Pauteg stainless works,

Shadow

Steel's difficulties, in turn, are casting an even darker shadow over the South Wales coal industry, for whom BSC represents the most important customer, after the Central Electricity Generating Board.

Added to the effect of the recession on electricity demand, the high cost of stockpiling coal, and the difficult working conditions in South Wales, it is already clear that the coalfields' losses in the past financial year have topped the £100m mark and revived the spectre of pit

dustries. They would also help rehuld confidence and margins in other bard-pressed sectors of the Welsh economy, such as motor components, plastics, chemicals and even microelec-

The days are over when microelectronics sector was growing so fast that it was immune to Newport, Gwent, is now nearing completion as scheduled, but this National Enterprise Board project will require a further £5m to £10m on top of the £50m invested so far.

Service industries bave also been feeling the pinch, notably tourism - an important economic activity in many parts of

tourism actually fell, reflecting the stiff competition from the overseas package tour trade, the stronger pound which has also made Britain less attractive to foreign tourists, and the steep rise in unemployment in the Midlands and North-West of England from where Wales has traditionally drawn a significant section of its tourist business.

There is still ample scope for tourist growth, particularly in short break and second holiday markets. But it needs the right investment and marketing to fulfil its potential.

The onset of a recovery would also help Wales to reap the benefit from the major invest-ments which bave been undertaken in the industrial infrastructure by the public sector during the recession.

The Welsh Development Agency has been particularly busy. In the past 12 months, it has completed more advance factories than in the wbole of

estate and advance factory development undertaken in the wake of massive steel job losses, come to fruition.

the last three years.

Some rays of economic sunshine

are badly needed in Wales,

to provide more jobs and if

productivity gains made in

industry is to profit from the

Inevitably, the WDA's stock of unlet premises bas been rising-from 7 per cent to 14 per cent over the past 12 months—but when set against a total portfolio of 20m sq ft of the general economic climate. factory space, and the economic Inmos's manufacturing plant at climate, this percentage is regarded as reasonable: particularly in view of the fact that the WDA's vigorous marketing efforts, notably on television in the South-East of England, have succeeded in letting a record 1.5m sq ft in 1981-82—no mean

Requirements

achievement during a recession.

Even so, the average size of company locating in Wales these days is smaller than it used to be. Whereas the redund-ancies tend to be measured in hundreds, the new jobs come in tens. Today's small company may turn out to be tomorrow's major employer-and the WDA has just launched a venture capital subsidiary, Hafren capital subsidiary, Investment Finance, to try to spot such compsnies—but all businesses require a buoyant

economy to grow and expand. Continuing uncertainty over the economic outlook bas, in the meantime, slowed the influx of overseas companies into Wales, to a trickle.

Certainly, the Development Corporation for Wales — responsible for Welsh industrial promotion overseas—has been processing more inquiries than ever before from companies looking at Wales as a possible EEC manufacturing base. But obtaining definite commitments is proving exceptionally difficult.

By far the biggest project in this respect is, of course, of the retrenchment.

Japanese Nissan Motor Com- In short, pany's plan to establish a UK anxiously awaiting an upturn.

assembly ultimately some jobs. No less than three of the five short-listed sites are in Wales—one alongside Llanwern Steelworks, Newport, Gwent; another between Cardiff and Newport; and the other at Deeside, in North Wales.

But a definite go-ahead for this project looks no nearer than it did 18 months ago, when was first received. Indeed, the prospect could disappear altogether because of fears of the effect on the Midlands motor industry and upon British component producers.

Probably nobody in Wales has staked his political reputation more on an economic upturn being forthcoming than Mr Nicholas Edwards, the Welsh Secretary of State.

Throughoul his tenure at the Welsh Office, he has publicly backed the Laissez Faire thrust of the Government's policies, even when they have hit Wales hard. But thereafter, he has fought to ensure that Wales receives the funds necessary to improve its industrial infrastructure and so tomorrow's growth industries.

He has led scverai Development Corporation missions to the U.S. and Japan to search out such companies and encourage them to come to Wales.

In the absence of an upturn soon, Mr Edwards' political opponents will slart lo attack his strategy, as "threadbare." He needs soon to be able to point to some tangible pay-offs for all the industrial shake-up and social pain of the past three years.

Yet, news such as BSC's renewed difficulties are pointing in exactly the opposite direction -towards more stringency and

In short, Wales is still

Even the best surveys can only give you so much information.



Not that we're suggesting that the FT. has overlooked some of the vital facts.

It's just that no-one knows Wales better than we do.

We have experts familiar with every aspect of Wales and Welsh industry.

We're building factories and workshops.

We're providing financial assistance to both new and established businesses.

We're constantly in the process of land reclamation.

All this adds up to a considerable invest-

ment in the future of Wales.

If you'd like to know more, talk to us first. And we'll give you the full story.

WELSH DEVELOPMENT AGENCY

PONTYPRIDD, MID GLAMORGAN CF37 5UT, TELEPHONE: TREFOREST (044 385) 2666

Plans for regional development

THERE was a joke going round Wales in the mid-1970s that you needed to be a Scotsman lo get a top job in the Principality. It was started by the appointment of two Scotsmen to run the new regional development bodies then being created hy the Labour Government — the Welsh Development Agency and the Development Board for Rural Wales.

The first, Ian Gray was no stranger to Wales or to the size of the task before him when he was oppointed chief executive and managing director of the WDA. As band of the Industry Department's Welsh Office in tha 1960s. He had been closely involved in the work of attracting new industry to replace the thousands of jobs being lost in the Welsh coalfields through pit closures. Returning to Wales after a few years with Skelmersdale New Town Corporation, Mr Gray threw himself into the task of huilding up an institution which could make a lasting contribution to the Welsh

It required no mean political skill. On one side was o bostile Conservative Opposition, deeply suspicious of an Interventionist hody created hy Mr Tony Benn, when Industry Secretary. On the other were the trade union movement and the Left who wanted a WDA which intervened to a maximum in the Weish economy.

Ian Gray has managed to retain the confidence of two sets of political masters. Only last year, both sides of the Commons paid warm tribute to his management of the agency in 2 Welsh Grand Committee debate on the WDA.

The fact is that in spite of running a public sector intervention agency, he is also an enthusiastic believer in the disciplines and rewards of the market economy and the value of the entrepreneur. He has regarded the agency's task as creating and nurturing an economic environment and infrastructure in which private enterprise can flourish and so create o more balanced and diversified

Dr Iain Skewis, managing director of the Development Board for Rnral Wales, orrived at the DBRW's Powys headquarters with a wide experience of the problems involved, acquired at Scotland's Highland and Islands Development Board and the Yorkshire and Humherside Development Association.

He quickly gathered a team which, over the past five years, has been tackling the economic and social weak-nesses of mid-Wales with unparalleled energy, enthusiasm and commitment. Indeed, the board made so

drop its original plan to place the DBRW under the Welsh Development Agency's con-trol. It has not only kept its independence, but this year Mr Nicholas Edwards, Welsh Secretary of State, paid par-ticularly warm tribute to its work on the board's fifth

Iain Skewis's persuasive message has been that mid-Wales is a unique industrial location with strengths and weaknesses which are quite different to those of other parts of Wales or the UK. Under no circumstances therefore should the region be lumped in with Cardiff and the industrial valleys but should be left free to market its own qualities.

To this end, there has been a steady stream of imaginative ideas for selling mid-Wales to the incoming industrialists. This March, for example, the DBRW has been running an exhibition train to centres around Britain to explain the benefits of the "mid-Wales" experience to those who would like to come and take advantage of it as either small businessmen or tourists.

At the same time, the board has been auxious to encourage growth from within. New enterprise courses in association with the Manchester Busi-

rapid an impact that, in 1979, the incoming Conservativa aspire to own their own com-administration felt obliged to panies are only one of a wide range of methods being tried to rear a generation of entrepreneurs. Other schemes in-clude help for village shopkeepers to improve their business management and sales missions for small companies in mid-Wales to major exhihitions.

A measure of the success of lain Skewis and the DBRW team is that in a recent survey many local companies gave the backing provided by the DBRW as one of the hig advantages of operating in mid Wales—though it was not actually an option on the survey questionaire.

Iain Skewis's main worry of late has been the Government's intention, aunounced three years ago, of phasing ont assisted area status of large parts of the DBRW's operating area, altogether, from August 1, this year. Mid-Wales generally lost

out because the main review yardstick was unemployment, whereas this region's main problem has been sparsity of population and a comparative lack of amenities.

The Government, despite strong pressure, has just decided not to change its announced policy, but, compensation, has given the DBRW the power to make discretionary grants a total of £350,000.

Businessman's

USEFUL ADDRESSES for the businessman in Wales include tha following:

 Welsh Office Industry Department Government Buildings Gabalfa, Cardiff CF4 4YL Tel: (0222) 62131 Telex: 498267

Guide

Answer code: WOCARD G. The Welsh Office Industrial Department offers selective financial assistance; interest financial assistance, relief grants; removal grants; rent-free period in WDA/DBRW factories; loans from European Investment Bank; contact for loans from Euro-pean Coal and Steel Com-

Other assistance is offered on ailocation of factories; export promotion; government contracts preference energy conservation.

Welsh Development Agency Treforest Industrial Estata,

Pontypridd, Mid Glamorgan CF37 5UT. Tel: Treforest 2666 Telex: 497516 Answer Code: WELDEV.G

The WDA offers assistance on equity capital; commercial rate loans; small business loans (reduced rate of interest in Telex 497727 some areas); industrial sites Answer Code: Europa G

and factories (bespoke and advance) for sale or rental in North and South Wales; there is also a business advisory service; and a small business unit. • Development Board for

Rural Wales Ladywell House, Newtown, Powys SY16 IJB. Tel: (0686) 26965 Telex: 35387 Answer Code: DVBDRW G

The board offers assistance on loans up to £50,000 (commercial rate) in Mid Wales; small business loans (reduced rate of interest); industrial site and factories (bespoke and advance) for sale or rental in Mid Wales; there is also a business advisory service; and key worker housing in Mid Wales.

 Manpower Services Companies Honse, Maindy, Cardiff CF4 3UU.

Tel: (0222) 388588. Employment Services Divi-sion: Jobcentres and employment offices; advice on recruit-

Training Services Division: Skillcentres for training. Provision of instructors and special courses.

• Development Corporation for Wales Pearl Assurance House, Greyfriars Road. Cardiff CF1 3AG. Tel: (0222) 371641" Telex: 497190

Answer Code: DEVCOR G The corporation offers co-ordination of information on all aspects of industrial develop-ment; introduction and visits to all relevant organisations, it is also the official overseas promotional body for Wales.

EEC Office for Wales
4. Cathedral Road, Cardiff. Tel: (0222) 371631

Key industrial sectors faced renewed pressures of cutbacks and redundancies.

Critical time for steel and coal sectors

STORM CLOUDS are once again gathering over the steel and coal industries of Wales, despite the dramtic and widely acclaimed improvements in the efficiency and productivity of both aectors during the past two

In the steel sector, there are fresh warnings of further redundancies and possible plant closures, in order to bring the British Steel Corporation into profit, as the steel order book bas sharply declined.

In the coal sector, financial losses sustained by the South Wales coalfield are reported to be at record levels. The miners have been told by union leaders to brace themselves for a possible further showdown over pit

It is not always widely appreciated that the scale of the cut-backs in the Welsh steel industry over the past four years is bigger than anything that has happened within the industry io Europe. The cutbacks began in 1978 with the outright closure of East Moors Steelworks, in Cardiff, and the ending of iron and steelmaking at Ebbw Vale.

A year later, with Conservatives in power, measures were announced to balt the drain of BSC's losses on the public purse; this meant the end of iron and steelmaking at Shotton Steelworks in North Wales, creating more than 7,000 direct redundancies — the biggest single job loss in Britain since World War Two.

Before the year was out, BSC was seeking a further 11,000 to 15,000 redundancies at Port Taihot and Llanwern in South. Wales, under its "slimline plan" to bring manning at both works down to internationallycompetitiva levels.

Within 12 months, another 5.000 jobs wera being axed at Welsh steel and tinplate plants under the "survival plan" of Mr Ian Macgregor, the incoming BSC chairman. Now there is talk of a further 10,000 redundancies. It is a measure of the trans-

formation which has taken place in the productivity of the Welsh steel industry that Lianwern has been highlighted in o Conservative Party Political Broadcast as one of the success stories of the Government's accounting the Government'e economic

In the financial year which ended in March, Llanwern steel production totalled 1.8m tonnes just short of the record output achieved in 1971-72. Yet the workforce, at 4.446 employees. The net result is that the is less than half the number it. South Wales coalfield deficit in was only two years ago.

Quality has also improved. Llanwern sheet steel has been by BL Cars for the best sleet early retirement and redun-

been quite able to match Lianwern's performance, but it tation could be avoided if fresh 25 per cent.

the first of many orders, as well the Margam superpit.



at the CEGB's Dinorwic power station under construction in North Wales. When completed, this underground facility will be the largest pumped storage power station in Europe

as being firm evidence of its international competitiveness. Wales can reasonably argue that its steel plants have done everything the Government has demanded on behalf of the tax-payer. And it could claim, that, if, because of a permanent contraction in the steel market, the closure of one of BSC's three strip steel plants is likely, then on performance grounds the victim should be Ravens-croft in Scotland. Furthermore, some 80 per cent of BSC's finishing plants are in Wales.

But Wales is equally aware that, ultimately, the decision will be a political one—and the closing of one of two Welsh plants may be regarded as easier than shutting Scotland's

only plant. Despite its record, Llanwern still feels the more vulnerable because, unlike Port Talbot, it does not have Concast or its own deep water harbour.

In the meantime, the deckine in steel demand is adding to the worries surrounding the Welsh coal industry. The steel cutback of two years ago reduced the market for Welsh coking coal by more than 50 per cent, as steel output was halved and BSC switched to supplying Port Tabot exclusively with cheaper imported

coking coal.

Since then, Port Talbot has resumed taking some Welsh coal, but prices are relatively low and tha demand from power stations is also down as a result of the recession and the decline in electricity demand. Coal exports have been stepped up to the Continent simply in order to keep alocks manageable and improve cash

1981-82 is expected to top the record £100m mark when the figures are released later this selected for key parts for the month This will bring renewed Metro after a Europe wide hunt, presure for further pit closures, dancies among the 24,000 miners So far, Port Talbot has not of the region.

The signs are that a confronis about to reap the benefit of a investment in productive pits £100m investment in continuous is promised, in exchange for casting facilities. Once commissioned; Concast has the makers. Although the South capacity to reduce Port Talbot's Wales miners led the wildcat production costs by a further strikes against the NCB's closure list, 18 months ago, they Port Telbot recently won an bave since agreed to three order for 10,000 lounes of semi-closures. They would unprocessed steel from Kaiser doubtedly agree others, if given, Steel of California—hopefully, in particular, a go-ahead for

The rotor of one of six 300 MW generators being positioned

This is a £200m project to exploit the last remaining major reserve of coking coal left in tha UK. From 1990 onwards, it would yield 1m tonnes of coal a year for at least 50 years. But it has to be noted that the present climate for a decision in favour of Margam is hardly auspicious.

Links with EEC strengthened

More assistance from Brussels.

IN CONTRAST to the Republic is the launching of an EEC-of Ireland, just across the water, backed wages subsidy scheme there was no great enthusiasm in the three miral Welsh coun-

membership argued that Wales's peripheral position within the UK would become even more exaggerated and make the task of strengthening and diversifying the Welsh economy that much more difficult.

Even so, when it came to the 1975 Common Market referendum. Wales, along with the rest of the UK, voted by a comfortable majority in favour of remaining within the EEC—despite the campaigning opposition of many in Wales, including the Labour Party, the Welsh TUC and Plaid Cymru.

. Although the relationship continues to be a controversial one, the links between Wales and the EEC have been growing apace ever since.

According to figures given last month by the Welsh Office to the House of Commons' Welsh Affairs Select Committee. identifiable grants and loans to.
Wales from Brussels (up to
March 31, this year) totalled

Welsh industry and local authorities have been in a position to qualify for most of the loans and grants available through the EEC's varied range of financial instruments.

But Welsh demands on Brussels have also been stepped-up by the crisis in the European steel industry.

ECSC loans and grants account for more than a third of the total Welsb EEC aid, as the financial instruments have been mobilised to help cushion and rebuild the local economies of communities hit by massive steel redundancies.

The assistance has ranged from income subsidies (to soften the blow which many steelworkers suffered after losing their jobs) to soft loans for companies willing to invest and provide new job opportunities in steel closure areas.

In the past year, the Welsh Development Agency has been appointed agent for ECSC soft loans, as well as being agent for the Industrial and Commercial Finance Corporation (ICFC) and has been marketing these facilities vigorously.

More recently, the EEC Commission and in particular, the Welsh-born Commissioner for Employment and Social Affairs, outside the Community of Ivor Richard, has been established units in anxious to play an even more direct role in promoting new

job opportunities. EEC grants have been made available for workshop schemes and other starter units. The EEC Commission has told the Welsh Office it is prepared to match the Government funding being sought by the Welsh TUC

for a Workers' Co-operative De-velopment and Resource Centre a project inspired by the Mondragon co-operative experiment in the Basque Provinces of Northern Spain. Another recent development

in Wales for joining the European Economic Community,
nearly 10 years ago.

Many vocal opponents of
membership argued that
membership argued that

Many tocal opponents of
membership argued that

Many vocal opponents of
m 30 per cent of wages of the extra employees for six months, part of which will be paid for by the EEC Social Fund.

Encouraged by this scheme and the benefits which industrial Wales has secured from EEC sources, the three counties have also recently made a joint sub-mission to Brussels which sets out the economic, social and cultural problems of the region. It is boped that this will provide a framework for further EEC ald.

Friction

Interestingly, as the Principality's links with the EEC have developed, there has been growing friction between local authorities and the Welah Office and Whitehall. An immediate point at issue is the Govern-ment plan to phase out the Intermediate Area status of large parts of rural mid-Wales at the beginning of next month, thereby barring those areas from receiving EEC assistance, as well as national aid, and making the work of the Develpoment Board for Rural Wales significantly more difficult.

Rightly or wrongly, the Community is only prepared to assist areas which are also regarded by their own govern-ments as having special prob-

The point is being increasingly emphasised, bowever, that the European Community is about more than simply securing cash aid from Brussels. In the context of the Labour Party's hopes of withdrawing from the EEC, if Labour should win the next general election, the CBI has launched a campaign to stress that a significant slice of Welsh industry is now geared to supplying the EEC market rather than simply the UK alone. This is particularly true of foreign-owned companies.

According to the Welsh Office, EEC membership has been a key factor in location decisions by overseas companies and has prompted a definite quickening in the pace of inward invest-ment to Wales, notably by U.S. and Japanese companies.

Since 1973, around 60 foreign manufacturing companies from outside the Community have These developments promise eventually to provide 11,000

The Welsh Office comments. "Over one-third of these companies indicated spontaneously that their aim was to serve the wider Community market and there is no doubt that this was also a powerful factor in many of the other investment deci-

On the other hand, the Welsh Office also concedes that EEC entry has not led to a great deal of investment in Wales by European companies.

Today fiction is becoming reality, and the communications revolution is reshaping the way we live. In the forefront of that change is Gwent, the new centre of Britain's high

technology industry. Why have so many world leaders like Inmos. Mitel. Plessey Manne and Ferranti chosen to set

up their new factories in Gwent?

Gwent has first class communications by rail and road. London is only ninety-three minutes by high speed train, and Birmingham is just ninety minutes away by motorway.

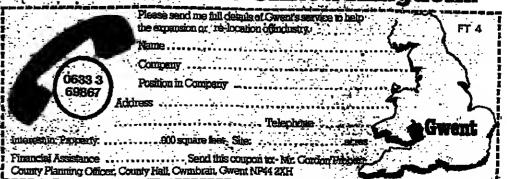
Heavy investment in hightech education in Gwent Colleges gives firms a head start when it comes to recruitment.

As the most successful companies have proved, a good environment is essential to efficiency. And people like living in this attractive corner of Britain.

With factories ready now, and sites available for specialist developments, Gwent is proving a powerful

magnet for firms with the future in mind.

Take a look at Gwent, the new hightech centre of the United Kingdom.





"Naturally we looked at a wide choice of sites for this important expansion project. We are convinced that we have made the right decision in coming to Flint in Clwyd, not only for its Special Development Area Status, but also for its first class communications and excellent labour relations record".

D.C. Thomas. Plans Manager,
Kimberly-Clark Ltd.—Flint.

A major commitment by a company of international reputation. More positive proof that when it comes to deciding where best to relocate or expand, Clwyd takes some beating.

For major companies like Kimberly-Clark, through to repulled husbers but the day to the companies of smaller businesses just starting out, Clwyd works, day in, day out.

In, day out.

In the last 4 years, over 200 companies have chosen Clwyd. We know why.

For example, a highly skilled and trainable workforce, with an outstanding industrial Relation's record are as important as the new motorway and dual carriageway link to the national motorway network—15m consumers are just 2-lorry

Above all, financial incentives, equal to the highest available anywhere in mainland GB., are the key component in the Clwyd package.

In helping you we promise positive attiludes, without red tape.

All the facts are in our colour brochure. For your copy, contact Wayne S. Morgan, County Industrial Officer, Clwyd County Council, Shire Hall, Mold, Clwyd. Tel. Mold (0352) 2121. Telex 61454.

Clwyd

-at the peak of Welsh potential

A CAPITAL CITY FOR CONFERENCES

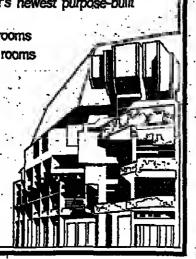
St David's Hall, open in October - Cardiff's newest purpose-built conference hall for meetings of 600 to 2000

first class hotels with many additional meeting rooms an abundance of accommodation and meeting rooms at the University

first-rate shopping and many tourist attractions easy and quick to get to by motorway and High Speed Trains

For further information, write to Robert Corder, Director, St David's Hall, P O Box 20, Cardiff CF1 2SH 22 Cardiff (0222) 42611

WALES' CITY OF ELEGANCE



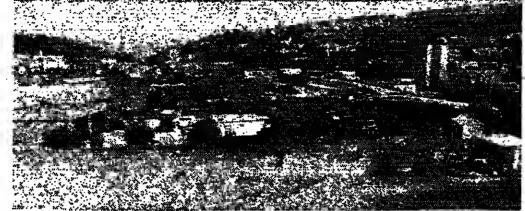
WALES III

New Gwent factory project

SITE reclamation work is nearing completion on Torfaen Council's successful Pontnewynydd Industrial Estate (right) at Pontypool, Gwent, where the borough council is completing the 35-acre estate with 27 small factory units, totalling 40,000 sq ft.

The council is inspecting \$700,000 on the factory site expan-The council is investing £700,000 on the factory site expansion. Torfaen's wages subsidy scheme, claimed to be the first to be introduced by a Welsh council, is expected to be a strong attraction for new businesses to the site.

The council is offering a 30 per cent wages subsidy on each job created by manufacturing companies for unemployed or rednadancy-threatened people. The scheme swiftly attracted businesses to other sites at Abersychan and Gwenallt.



Further industrial diversification in the county of Clwyd

County attracts foreign manufacturers

TETRAPAK RAUSING, the plastic bottles for carbonated swedish packaging company, alcoholic and soft drinks. The opened its Wrexham plant in demand has grown from September, 1980. It was the fourteenth factory to be established outside Sweden by Europe's largest manufacturer of laminated papers and carton to the popular 1.5 and two-litre packaging systems for milk sizes. packaging systems for milk, sizes. fruit juices and beverages. Fur

Although Tetrapak had its own sales organisation in the UK for 25 years, it was still uncertain of the market growth potential and promised no more than 70 jobs.

The company opened a second production line, last month, bringing its total investment at Wrexham to more than £22m. The job level bas risen to 235, in three shifts. The plant is now working flat-out to meet a demand for its packaging system which the company says is growing at a rate of 30 per cent a year.

Tetrapak is just one of a number of overseas companies which bava moved into the county of Clwyd, in the northeast corner of Wales and, in spite of the recession, are now enjoying expansion.

Less than a mile away, the U.S.-owned Continental Can Company, part of the largest packaging group in the world. bas also expanded its facilities since it first decided to enter the UK beverage can market by establishing a £25m plant

at Wrexham. Next door, Kellogs (which came to Wrexham in 1977) bas been recruiting recently for an additional production line.

Also in packaging, Metal Box's Wrexbam plant has been in the forefront of the rapidly ing. British Aerospace's factory developing market for large at Broughton bnilds the HS-125

Further west of tha county, Hotpoint is putting the finishing touches to its new washing machine facility, near Rhyl.

Despite the more difficult economy, more new investment is taking place in the county than ever before, says Mr Wayne Morgan, Ciwyd's industrial development officer.

Progress

During the past five years, no less than 240 new manufacturing enterprises bava set np within the county's boundaries. The nature of industrial investment these days tends to be more capital intensive and less labour intensive. With the labour force still growing and redundancies still occurring unemployment has therefore continued to rise.

. Clwyd's jobless rate is not far off 20 per cent at present, the bighest level of any county in Wales. Yet unemployment is not endemic to this part of the

Until the mid-1970s, the local economy's major stakes in coal, steel, textiles, aerospace and beavy engineering, resulted in a strong net immigration of people into the county.

But of those industries, only aerospace is currently prosperpolyethylene-erephthalate (Pet) executive jet and is closely in- basis for two particularly the



Clwyd . . . 240 new manufacenterprises in the turing county in the past five years.

volved with the highly success-

ful Airbus. Pilkington's avionics sub-sidiary is at St Asaph in the west of the county. But tha once large coalfield in North Wales is now down to two collieries; Courtaulds radical retrenchment policy has decimated employment in Clwyd's once large textila industry; while steel bas suffered the biggest single redundancy of any plant in Britain.

The shutdown of iron and steelmaking at the British Steel Corporation's Shotton works, two and a balf years ago, resulted in over 7,000 redundancies.

Since then, a further 1,000 joba have gone from the plant, but its remaining finishing mills and coatings complex for strip steel has been breaking production records recently.

Coal and steel are also the

interesting developments and, more recently, Kimberley-planned within the county. Clark and Squibb Surgicare. Point of Ayr colliery bas been selected as the site for the National Coal Board's oil-fromcoal pilot plant.

Tha project, which will cost £50m has suffered a sethack because of the sudden withdrawal of BP from the financing con-sortium. But the NCB remains keen to go ahead and the Government has just announced it will re-examina the project.

Near Mold, a newly-formed company, Mixallo, is manufacturing metal strip alloys from metal powder, using a new terb-nology developed by BSC at Shotton (just before the rundown) and now licensad to tha company.

Becausa of the scala of the Shotton redundancy, tha Gov-ernment agreed to upgrade the "assisted area" status of Deeside to "special development area," along with Wrexham, and to make £15m available as special aid for industrial estate development, advance factory construction, and other infrastructure improvements.
At the centre of the county's

industrial diversification programme has been the Welsh Development Agency's Deeside Industrial Park, situated along-side the Shotton steelworks site. It now bas 541,500 square feet of factory space either completed or under construction and has already attracted some bighly prestigious projects. They include the titanium preneurs. granules plant being developed Welsh by a consortium of Royal Dutch secured Shell; IMI and Rolls-Royce, the

BICC-Corning Glass joint ven-

Paper Mills, Finland's higgest paper group, may build a £122m newsprint mill at Shotton. A decision will be made at the end of the year. In the longer run, a number of smaller developments may

prove equally important, if they succeed in breeding a new generation of major industrial employers in the future.

For example, Wrexham Borough Council, with Welsh Office and EEC financial belp, has just put the finishing touches to a £4m high quality redevelopment of a former Rubery Owen factory complex.

The 16-acre site-the Whitegate Industrial Estate—is offering units from 500 square feet to 40,000 square feet.
All are fully serviced and the

entire site is protected by a 24hour security system. The specific aim of the venture is attracting high value, new technology, young enterprises with strong growth potential.

Clwyd County Council has already bad notable success with the development of purpose-built workshops, called Pinfolds -an old English term for a protected compound for stray animals. The first pinfold offered 34 nursery units, ranging from 250 square feet to 1,000 square feet, plus experi enced management advice, onthe-spot; all but four units have been let to aspiring entre

Welsb Office backing has just secured for building another pinfold, this time at Rhyl, which will provide accommodation for ture to produce optic fibres for another 18 workshops and 245

Back in the news again: the AB Electronic Products Group.

Another success for electronics company

THE AB Electronic Products Group has stolen the headlinea twice in recent weeks. Last month it announced the purtwice in recent weeks. Last within a rew years toe nusiness contained the purchase of Clearione Electronics But this did not work out and from the receiver for £250,000. by the early 1960s, when Mr This is a rescue which will help maintain the supply of chairman and managing direction, took over the running of the contained of by the BBC for its computer literary project and manufactured by Cleartone.

Then, at the beginning of this month, AB announced it had secured a multi-million pound contract to supply electronic control systems for the next generation of Jaguar cars. Both announcements reflect credit on a Welsh-based com-pany which was in the cleetronics manufacturing business long before electronics became a housebold word.

AB Electronics Components, as it used to be called, moved down to South Wales from Hounslow in 1950 because its original factory was being demolished to extend a Heath-row runway. The Board of Trade persuaded what was then a family-owned business employing only 100 people to ploying only 100 people to transfer to a 25,000 sq ft wartime shadow factory at production. One minute we had company's activities by gradu-Abercynon, in the beart of surplus capacity because of ally moving away from just Glamorgan coalmining valleys. credit restrictions and insuffi-making components into two

The family liself was not keen to leave London and within a few years the business AB, It had just been floated off as an independent public com-pany. His first objective was to reduce AB's rellance on the highly competitive consumer electronic components market.

The company's initial success has been built up on radio and then TV components. It manufactured mainly switches and variable transistors in very large quantities and therefore rock bottom prices for the 20 British TV manufacturing companies which made up the British television industry in the 1950s and early 1960s.

But Mr Kroch says it became a fool's game because consumer electronics was one of the industries used by successive governments as a regulator for the economy. "There were 47 fiscal changes affecting credit terms in 25 years, making it impossible to plan economic production. One minute we had

cient capacity the next, as credit was eased."

This hoom and bust environment, Mr Kroeb says was an important reason why first the Japanese and then other Far footbold in the UK market and then proceeded to gradually take it over almost completely.

Diversifying

So Mr Kroch began a policy of diversifying into the production of components for other industries, and AB prospered. It expanded into three other government factories on the same estate and then bought the whole 23-acre site. Factories were opened in the naighbouring Rhondda Valley and then on the Continent, near Dortmund, West Germany. Components were being supplied in particular to the rapidly developing data processing industry with IBM becoming

AB's biggest costomer. In 1977, the company changed its name to Electronic Products Group. The change represented more than just fashion. AB's board decided to reshape the company's activities by gradu"upmarket" sectors-electronic move out of its traditional com-

Towards this end AB soon acquired an electronics systems plants have been reduced by company in Camberlay, Surrey, nearly 1,000 over two years, a which was in the hands of the receiver and proceeded to put was very distressing to him it back on its feet. Today personally and which, because Kenure Developments is a suc- of high redundancy costs, cessful subsidiary venture, pro- pushed the company's belance ducing electronic systems for the defenca and aerospace industries and for the Post

Two years ago, AB purchased another company from the receiver, this time in the Isle of Wight. Electronic Systems (IW) was reorganised and is now again doing well under the direction of the top managealso recently opened an Austrian subsidiary specialising in the manufacture of thick film

Thus, tha Cleartone acquisition is very much in line with the company's longer-term strategy. And Mr Kroch also has good reason to be confident that AB has the management expertise required to turn Cleartone around.

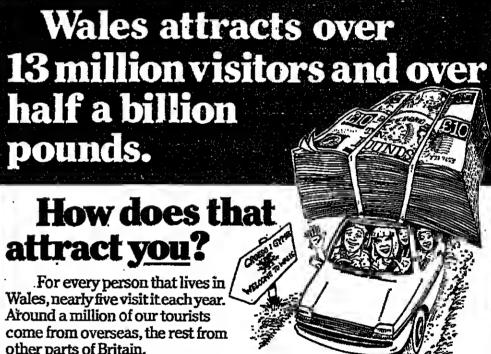
It has not been all plain sailing for AB itself. The reces-

instrumentation and electronic ponents business more rapidly than it bad originally planned. The workforce at its Welsh cutback which Mr Kroch says

> sheet in to deficit. But the Jaguar deal marks a turning of the employment tide for the company as well as a major diversification break through. It will create 130 new jobs at Abercynon and boost group sales by at least £3m to £4m a year.

> The precise nature of the new system is being kept secret. It is described as "an advanced electronic system of driver-operated controls." It was developed by AB at Jaguar's request and the motor company was so pleased with the result that it was awarded the pro-duction contract to AB as well. But this is only one of a number of exciting irons that AB has in the fire. Tha company prospered in Wales in the 1950s and 1960s. It now shows every sign of doing so in the far more difficult climate of the 1980s.

Zero Problem System WETTERN ELECTRIC LTD. CABLE JOINT ENCAPSULATION LV/MV SYSTEM -will ensure continued reliability under extreme service conditions. Tested to demanding criterie dictated by the Electricity Council and Cable Manufacturers Specification, the WETTERN ELECTRIC CABLE JOINT ENCAPSULATION LV/MV SYSTEM is specified by local **WETTERN AND WALES** The latest news is that United distinct advantages over other methods of cable jointing Weish Development Agency. In 1975 a new 10,000 sq.tt. advance factory at Rhyl was leased from the W.D.A. to the mains/service, and mains/breech joint configurations. In January this year, I completed negotiations for the purchase of the firm. Earlier I had recognised the potential to the process of the potential transfer in the process of the potential transfer in the process of Compound stability at extremes of temperature.
 Simple compound injection. No mixing required.
 Safe and non-hazardous. the only thing needed to make us a "world bester." Indefinite storage life. We are now well on the way towards that goal. Joint can be re-entered to increase service cable The co-operation from the W.D.A. has been suport Economical unit and labour cost. **ROBÍN NICHOLAS** Immediate back-fill Technical liaison back-up service. Fortechnical information contact. WETTERN ELECTRIC LTD., WARSH ROAD, RHYL, NORTH WALES. Telephone: Rhyl 31603. Telex: 61586



Around a million of our tourists come from overseas, the rest from other parts of Britain.

Between them they spend the staggering sum of over £500 million pounds in the Principality.

It's not just the sheer size of the market that makes tourism in

Wales such as a uniquely

attractive industry to invest in. Equally important is the practical assistance which the Wales Tourist Board can offer to potential investors both big and

Expert advice in helping to identify opportunities and in locating suitable sites.

Financial assistance in the form of grants and loans.
Plus the back up of continuous marketing and advertising promotions for Wales both in Britain and abroad.

Whatever your project come and talk to us about it. And for

further information send for our free brochure Wales - The Tourism Connection'.

Tourism-a growth industry in Wales

To Development Director, Wales Tourist Board,
Brunel House, 2 Fitzalan Road, Cardiff. CF2 1UY
lease send me your free brochure with more
nformation about investment opportunities in
ourism in Wales.

Feeling bound by high interest rates, high rents and lack of space to another industrial development. Llantamam Park.

develop! Don't worry, you can move.

To Cwmbran, the bustling new town in Wales. Where the air is clean, the sunlight pure, the people friendly. Cwmbran is a great place to get things done—and a beautiful place to live.

Business our way is so successful, we've had to expand—creating

We've factory units from 750 sq. ft. to 12,000 sq. ft. and larger.

Serviced sites, ideally suited to electronics and high-tech companies are also available. And we've a package of grants and incentives that will give you relief from today's financial pressures. With help from the CDC in full co-operation with the Borough of Torfaen always on hand.

Successful companies like Ferranti and Data Type Terminals are already here. There's a large and enthusiastic skilled workforce. And we're close to major roads, rail links, docks and airport.

For more information, send us the coupon today. Or simply ring us for



Fibreglass

The Fibreglass factory at Pont-y-felin Torfaen, is the largest insulation production unit in Wales, servicing the needs of the Principality, and of the Midlands and Southern England.



the best way to say insulation

Fibreglass Limited Croesyceiliog Cwmbran Gwent



30% wage subsidy on new manufacturing jobs? New factories for £20 per week including rates - or even less ? IN TORFAENwhere else?

- The Borough Council offers in the Eastern Valley of Gwent the first (and only) local employment subsidy in Wales for council factory tenants.
- Twenty-seven unit factories of various sizes being built-now at Pontypool and scheduled for completion March 1983 on attractive estate with proven track record of success for new and expanding companies.
- Rent free periods up to two years, all development area Incentives, extra European aid and Welsh Development Agency support enable the Council to offer a powerful

Details from: S. L. Haynes Deputy Town Clerk (Estates) Borough of Torfaen Council Offices, Pontypool, Gwent NP4 6YB Tel: (049 55) 2471 Ext. 287

Clwyd believes in tourism and its future-the opportunities are here now!

itor to the rapidly expanding odern industrial scene within

The County of Chryd in North East Wales has been in tourism from the start. Now it is poised to cash in on the new growth

Already new Investments are appearing. The "indoor tropical Island" of the Riyl Suncentre, a new lessure centre at Ruttin, and a major craft centre at Ruttin. to name but a few. Clwyd's excellent motor

Clwyd.

We'd like to help you become part of Chyd's successful tourist connections make it easy for the British holidaymaker to reach one County, and within an hour of landing at Manchester International Airport, overseas visitors can be in Clwyd.



BUSINESS RELOCATION SERVICES

Total Project Management of Business Relocation, from selection of premises right through to commissioning of Plant and Equipment in the new factory. If your company is considering relocation, contact:-

Eric Damagnez on Stonehouse (045382) 3535 or write to

PM INTERNATIONAL

'Tregenna," Marsh Lane, Leonard Stanley, Stonehouse, Glos. GL10 3NJ for full details incinding case studies.

The Parliamentary by-election in Gower is likely to have a decisive influence on Welsh politics.

First test of views since 1979 referendum poll

THE IMPENDING by-election in the Gower constituency, near Swansea, promises to be more than of just passing significance. It is not just the first Parliamentary by-election in Wales for 10 years hnt, perhaps more important in the Welsh context, the first since the 1979 Devolution Referendum and General Election.

The blunt referendum rejection of the last Labour Government's plan for

the last Labour Government's plan for a devolved Welsh Assembly, followed two months later by the biggest Conservative vote in Wales for a century, were major shocks.

They brought to an abrupt end a decade in which the Welsh political agenda had been dominated by the pressures and influences of Celtic nationalism from Scotland, as well as

Wales itself.

The Falklands conflict has already upset recent political calculations and depending on when the by-election is called as no date has been set yet—may still exert a significant infinence.

Nevertheless. Gower provides the first opportunity for this Parliament to test how a not-unrepresentative Welsh industrial constituency views the Government's track record over the past three years, plus the upheavals in Wales's traditional "national" party, the Labour Party, the rise of the Social Democrat-Liberal alliance, and the recent shift to the left of the Welsh Nationalist Party,

Plaid Cymru.

After such a long period without a Westminster by election in Wales, what is the current mould of Welsh politics, let alone whether the mould has been broken? The outcome is likely to have a decisive influence on the direction of Welsb politics in the run up to a general election and beyond.

On past performance, Labour should have no difficulty in holding the seat. At the last general election, Mr Ifor Davies, whose death last month is responsible the by-election; had a majority of 10,641 votes, or 23 per cent over the Conservatives, in a four-cornered fight. But

in 1979, the Tory vote was far higher than usual. In the previous 20 years, Mr Davies had enjoyed majorities which were half as big again.

The result may have been exceptional. But it is also the case that Wales's legendary allegiance to the Labour Party has been gradually weakening.

In March 1966, Labour held 32 of the 36 Welsh Westminster seats.

With the defection of three of its Welsh MPs to the Social Democrats, and the elevation of Mr George Thomas, MP, as Speaker, Labour these days is down to only 18 seats—half the earlier total. And apart from one MP in North Wales, Mr Barry Jones in East Flint, and Dr Mr Barry Jones in East Flint, and Dr Roger Thomas in Carmarthen, Labour's representation in Wales is now confined to the South Wales industrial belt.

In these circumstances, Labour needs Gower result which not only confirms that its Welsh heartland remains secure, but also that it can look forward to re-capturing Welsh ground lost in the past

There is no reason why its supporters should be frightened off by local factors. Although neighbouring Swansea featured in Labour's recent investigation into the activities of the Militant Tendency, Mr Alan Williams, Swansea West's moderate Labour MP, had no difficulty in securing his re-selection against a militant challenge.

Mr Gareth Wardell, the Labour candidate for Gower, who is a 37-year-old economic geography lecturer, is not a member of any faction and the Labour Party in Wales generally remains over-whelmingly in the hands of the moderate, old guard.

On the other hand, the Social Demo-cratic Party needs to win Gower, or at least run Labour a close second, if the Alliance is to establish itself as a serious force in Welsh politics, as well as regain

its momentum nationally.

Mr Gwynoro Jones, the SDP candidate, is already well known locally. He was Labour MP for Carmarthen between 1970 and October, 1974, and, at one stage, Parliamentary Private Secretary to Mr Mr Jones switched to the SDP shortly after failing to win the Labour nomina-tion for Gower.

The Gower peninsula itself is a Conservative stronghold, but the constituency extends deep inland to the mining and industrial communities of the anthracite coalfield and the Swarper as a constituency the kind of seat where a second the anthracite coalfield and the Swansea Valley—the kind of seat where a Conservative victory would have been regarded as unthinkable only a few years ago. But in 1979, Mr Trefor Llewellyn, a 35-year-old accountant who is also the candidate again this time, bumped no the Conservative share of the vote from the conservative share of the vote from 20 per cent to 30 per cent. This is a very solid base from which to mount a serious challenge and even win the seat. given that it will be a four-cornered,

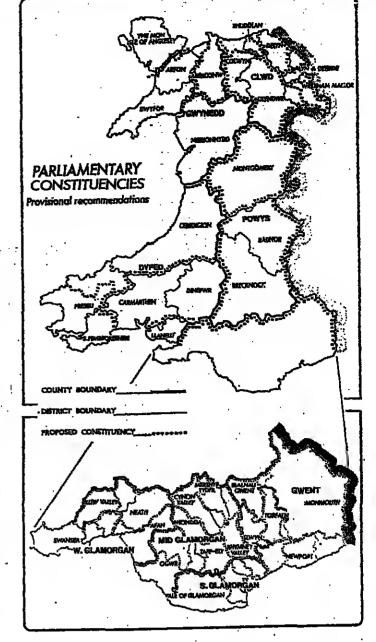
fight.

It was the by-election campaigning skills of Plaid Cymru, the Welsh Nationalist Party, which gained the party its first Westminster seat in the mid-1960s—and came within an ace of unseating Lahour in two South Wales valley strongholds, Rhondda and Caernbilly.

That was, of course, before the crushing "no" vote of the Devolution Referendum in Wales, which stopped the Nationalist bandwaggon in its tracks. In its efforts to recover momentum, Plaid has moved uncompromisingly leftward, with its annual conference last year With its adopting the setting up of a Democratic Welsh Socialist State as the party's objective—rather than simply self-

Should the new stance fail to have any impact, the right wing in Plaid may well seek a return to "traditional nationalist philosophy," creating the kind of conflicts which have broken out recently in the meantime, Plaid's political

opponents retain a healthy respect for its capacity to mobilise its troops for by-elections and, in a seat like Gower, it could still have a decisive influence on



Revised recommendations from the Boundary Commission

THE boundaries (indicated above) for counties of Dyfed, Gwent, Mid Glamorgan, Powys and West Glamorgan are the revised recommendations of the Boundary Commission for Wales, announced yesterday, following the holding of local inquiries.

In Gwynedd and Clwyd, local inquiries have been held and revised recommendations will be made at a later stage.

A local inquiry affecting boundaries in South Glamorgan is due to begin next week.

WALES4CYMRU

A NEW testcard is to be seen NEW testcard is to be seen on television screens in many parts of Wales these days towards the bottom of which are the initials IBA: S4C. It represents the first visual sign on the screen at last of the major changes in Welsh television which are due to burst on to the screen this antimp. Rapid progress on Welsh TV channel

representative on the Fourth

material, apart from con-tinuity inserts, but will schedule the Welsh service

from three programme sources. BBC Wales will pro-

vide 10 hours a week, paid for out of the normal TV

licence fee revenue, and at no cost to the authority.

THE BBC's contribution will

incinde S4C'a news aervice-an hour-long programme of

local, national and interna-tional news in Welsh each

night, a new challenge even

Wales's commercial contractor, HTV, will provide a further

S4C will not produce its own

Channel board.

Challenge

for the BBC.

S4C stands for Sianel 4 Cymru —literally, Channel Four Wales—a 22-hour per week television service in the Welsh language. The service will hegin broadcasting in Wales 24 hours before the Channel Four service begins

in the rest of the UK. Seldom, if ever, can a tele-vision service have been the subject of such a long drawn out and fierce political

battle. It lasted more than a decade, involved dozens of Welsh language activists going to gaol for damaging TV transmitters, and only finally succeeded when the veteran Welsh Nationalist leader, Gwynfor Evans, threatened to go on hunger strike unless the present government kept its manifesto promise to establish a Welsh channel.

The upshot was the setting up by the Government of a Welsh Fourth Channel Authority, a statutory body with the status of the BBC and Independent Broadcasting Authority, to co-ordinate the Welsh language service on the fourth channel in Wales, around which it would also schedule the English Fourth Channel output being broad-cast to the rest of the UK.

The new authority was faced with the formidable task of getting the new service on the air in less than two years. The Government showed some wisdom in appointing Sir Goronwy Daniel as chairman. He was already uniquely experienced in the art of starting a major new enterprise from scratch having come down to Cardiff in 1964, from

London, to create and head After long drawn-out negotiaup the Welsh . Office as its tions with S4C HTV has just concluded a contract worth more than £100m with the first Permanent Secretary. Soon after his appointment, Sir Goronwy told an askance Commons Welsh Affairs Select Committee that he did Welsh authority, covering the terms for programmes to be supplied over the eight years not know anything about television. But this was more than compensated for by the of its present broadcasting franchise from the IBA.

The deal also provides the collateral for HTV to go ahead decision of Mr Owen Edwards, with the construction of a head of BBC Wales for the major new studio complex at previous six years, to accept the challenge of the new channel and become SAC's Director and Chief Executive. established new studio facili-ties at Mold, North Wales, and Rapid progress was also helped by the inclusion of the Welsh members of the BBC and IBA Carmarthen, West Wales, which will also aid programon S4C's governing authority, ming for the new channel. as well as the Principality's

The remaining programmes for the S4C Weish service will come from independent producers. One of the arguments used against having a separate Welsh service was that few independent producers, it was said, would be interested in making Welsh programmes. In the event, there has been

an explosion of new enter-prises launched in many cases by experienced Welsh broadcasters who were simply wait-ing for the opportunity to have a go on their own. Others are not Welsh at all, but have found S4C easier to deal with. At the last count, S4C had contracted programmes from over 30 independents and while it expects some to fall by the wayside, the founda-tion of a strong independendent sector has been laid.

According to Sir Goronwy Daniel, independents are in the process of creating 300 to 400 lobs, many of them

One company, Barcud, has been established in Caernarion, North Wales, with the help of the Welsh Development Agency, specifically to hire outside broadcasting equipment to independents. Its facilities are being described by the professionals as "the best outside London."

The BBC and HTV have also been recruiting heavily in order to gear up for the needs of the new channel. The BBC has taken over the former headquarters building of the British Steel Corporation's Welsh Division—a symbolic change of use, indeed, given the recent pattern of events in Wales.

Method

Culverhouse Cross on the out-skirts of Cardiff. The com-pany has already recently call TV network negotiated with the IBA—the same method which has been em-ployed to finance the launching of Channel Four UK. However, S4C is not in the position where it can look forward to being ultimately self-financing, because of the size of its audience. There are only some half a million Welsh speakers.

That said, S4C is determined to maximise earnings from mer-chandising opportunities creating more jobs in Wales into the bargain—and from world-wide sales of its independent sector programmes, dubbed into other languages.

To this eod, S4C has agreed an exclusive contract with Trans World International, the tele vision subsidiary of the Mark McCormack marketing agency, and their joint endeavours in this direction have already produced a very encouraging response from the international television market.

FORTHCOMING REGIONAL SURVEYS

South West England

Publication date 17th September Gwent

Publication date 24th September Birmingham & West Midlands Publication date 19th November Cardiff

Publication date 24th November Clwyd

Publication date 2nd December

If you would like to receive a copy of the editorial synopsis or information on advertising costs - please contact:

FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

Paul Jefferis The Financial Times

George House - George Road Edgbaston - Birmingham Telephone 021-454 0922

CRAFT COUNCIL Grigor Gellt Gimiu

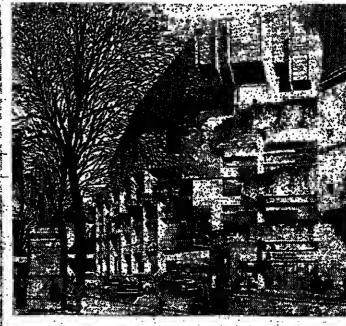
Promotion , Marketing and Information Services on craft products , giftware and fashion goods for the craft industry in Wales .

ask the Wales Craft Council, Box 8 , Ladywell House , Newtown , Powys SY16 1EH . telephone (0686) 27273 .

WALES CRAFT COUNCIL -working to provide opportunities for those







Above: St David's Hall, Cardiff, the national concert and conference hall which opens this autumn. Facilities include a 2,000 seat auditorium. Left: Channel Four Wales' announcers Rowena Jones-Thomas (seated) and Sian Thomas. The new service is due to reach the screens in autumn too

BBC 1

5.40 am Open University, 10.55. Cricket: Third Test. The Corn-Insurance Test Series. England v India from the Oval. 1.05 pm News, Weather. 1.32 Regional News for England (except London) London and SE: Financial Report 1.35 Bod. 1.50 International Golf: The State Express Classic from The Belfry. 4.18 Regional News for England (except London). 4.20 Play School, 4.45 Jigsaw, 5.10 Play-

5.40 Evening News, Weatherof a small theatrical company at Lytham St Anne's in 1948 and Simon and Garfunkel in Central Park, the reunion concert of the man. 6.00 Regional News Magazinea. dulcet voiced duo after an eleven year gap, 6.25 Nationwide.

6.50 Kopie - A Rock For All Seasons. Granite islands set in the Serengeti's polling ocean of grassland. 7.40 It Ain't Half Hot Mum, starring Windsor Davis. 8.10 It's A Knockout from

Lochgilphead in Argyll and Bute. 9.00 Nows, Weekend Weather. 9.25 Cagney and Lacey (new series). A film series about two women police

officers.
10.15 Leap in the Dark.
10.45 News, Weather.
10.50 The Late Film: "Wild in

the Sky." atarring Bran-don de Wilde and Keenan

All IBA regions as London

except at the following times:

ANGLIA

Helpmates. 6.55 Six Fifty-Five Special. 7.25 News. Weather. 7.30 Gardener's World. 7.55 Whatever Happoned to

6.40 am Open University. 10.30 Play School. 1.35 pm Cricket and Golf:

6.35 Lanrel and Hardy in

many people nervously to bed at 10.15.

GRANADA

Britain?

Festival of India.

2.40 am The Amazing Yeem of Ciname. 10.05 Like as the Lute. 10.45 Poetry of Leedscape. 10.55 Pollmit of a Village. 11.20 Alphabet: the Stary of Writing. 11.50 Wattoo. Wettoo. 1.20 pm Anglie Naws. 3.45 Hands. 7.30 The Fall Guy. 8.30 Rap. 10.00 Naws et Ten. followed by Anglis Lets Naws end Wosther Forscaet, †12.10 em Fridsy Late Film. 1.20 Indian Journey.

CENTRAL

9.55 am Wild, Wild World of Animele, 10.20 Gardaning Time. 10.45 Fangraca. 11.35 History of the Grend Prix. 11.35 Thijs Van Leer. 1.20 pm Central News. 3.45 Three Little Words.

GRAMPIAN

8.30 am First Thing. 8.35 Saame Street. 10.35 Call It Mocaroni. 11.00 Thundarbirds. 11.50 The Adventures of

(S) Stereobroadcast (when broadcast on VHF)

Paraley, 1.20 per North News. 6.00 Summer et Six sed Area Weether Forn-caet. 8.35 Olff'rent Strokae, 12.10 ero North Headlines end Area Weather

9.39 am An Outlins Hietory of Europe. 8.50 Slingray. 70.15 Last of the Wild. 10.35 The Sechcombem. 11.90 Sesame Street. 1.20 pm Graneda Reports. 3.45 The Wild, Wild World of Animela. 6.00 Jangles. S.30 Granede Raperts. 12.10 am The Lato Film. HTV

9.56 am Early Morning Picture Show.
10.20 The New Accelerators. 10.45 The Flietsranss. 11.10 The Flying Klwi.
11.35 Crazy World of Sport. 1.29 pm
HTV News. 3.45 Wild, Wild Wold of Animole. 8.00 HTV News. 6.30 So What's Your Problam? 19.28 HTV News.
19.30 Simon end Gerfunkel in Concert in Centrel Park. 12.10 am Weather.
HTV CYMRU/WALES—As HTV WEST except: 10.20 am Pelmarstown U.S.A.
12.00 &cth Am Stori? 4.15 pm Helwyr Okavango. 8.00 Y Oydd, S.18 Ropetz Wales. 8.30 Mork and Mindy. 10.30 Liangollan 82.

LONOON

9.30 am Dick Tracy Cartoon. 9.35 The Greatest Adventure. The second helping of Noel Coward in a week A song at twilight, is the pick of a surprisingly arrong nights viewing. It stars 10.25 Tima Flies, starring Tommy Handley. 12.00 Winceys' Pets. 12.10 pm Once Upon A Timo. Paul Scofield as a Somerset Maugham character, a writer trying 12.30 Sudden Change. 1.00 News. to live down his past, helped by Deborah Kerr. Earlier on the same channel, BBC 2, John Eatwell goes back to the 19th century 1.20 Shunen Change 1.00 News. 1.20 Thames News. 1.30 About Britain. 2.00 Not for Women Only. 2.25 Racing from York. 3.45 Different Strokes. 4.15 happened to Britain? It is encouraging that historians reckon 3.45 Diff'rent Strokes. 4.15 Speedy and Daffy. 4.20 Dance that the UK peaked around 1850. This is followed by The sacred horses of Tamil Nadu, which fits in nicely with the current Crazy. 4.45 Freetime. 5.15 Film Fun with Derek Griffiths.

5.45 News. 6.00 The Six O'Clock Show. 7.00 Winner Takes All, pre-

sented by Jimmy Tarbuck. 7.30 Magnum . . . The Jororo Kill, starring Tom Selleck. 8.30 Rep, starring lain Cuthbertson, Stephen Lewis and Patsy Rowlands. 9.00 Oo the Line.

10.00 Naws. 10.30 Paul Simon and Art Garfunkel—the Concert in Central Park 12.10 am Rawhida . . . Incident at the Buffalo Smoke

Clint

bouse, starring Eastwood. 1.10 Sit Up and Listen.

Because of the World Cup coverage programmes will be subject in alteration.

> † Indicates programmea in black and white.

Amazing Yeam of Cinems. 10.25 Comic Stories. 10.20 European Folk Tales. 10.40 Ciapperhoerd. 11.05 Extraordinary People Show. 11.30 Fanofeco. 1.20 pm TVS Naws. 3.45 At Homa with the Spinners. S.15 Lights! Camomi Anniol Sto Coast to Coast. a.30 Off rent Strokes. 12.10 am 8emsy Miller Inguleition. 12.35 Company. 10.00 am Spread Your Wings. 10.25
Nove. 11.15 Adventures of Black
Beaury. 11.40 Fenglece. 1.20 pm
Scottish News. 3.45 The FlyIng Klwi.
S.15 Lights' Camerel Annia. 2.00 Scotled Today. 5.30 Heppy. Oeys. 16.00
Naws et Tan end Scottish Nows Headlines. 10.30 Weys end Means—Colin
MacKey. 11.00 Late Call.

TYNE TEES

9.20 em The Good Word. 2.25 North East News. 2.30 The World We Live In. 9.55 Hanneh Barbora Cleseics. 10.45 Feehlon Today. 11.00 Seaema In. 9.55 Hanneh Barbora Cleasics.
10.45 Feehlon Today. 11.00 Seasma
Stmat. 1.20 pm North East News and
Lookaround. 3.45 Balloy's Bird. 4.15
Cartoon Time. S.00 North East Naws.
5.02 Tha Rael World. 5.30 Northarn
Lifs. 10.30 North East News. 12.10
Killing tima. 12.30 am Epilogue.

YORKSHIRE

8.30 am Seasme Street. 10.30 Wild, Wild World of Animele. 10.55 It's a Musical World. 11.40 Whira Water MUSICE: WORLD. 11.40 White Water Fury. 11.55 The Undemea Adventures of Captain Nomo. 1.20 pm Calendar Nowe. 3.45 Sygosea. 6.00 Celendar. S.30 Different Strekes. 12.10 Late Night Orams. 9.30 am Our incredible World. 10.00

FT COMMERCIAL LAW REPORTS

International patent fee must be in time

IN RE ENERGY CONVERSION DEVICES INCORPORATED House of Lords (Lord Diplock, Lord Scarman, Lord Roskill, Lord Bridge of Harwich and Lord Brandon of Oakbrook); July 1 1982

THE PATENT OFFICE has no power to override legislation specifying time limits for payment of filing fees in respect of international patent applications, and if the fees are not paid within the appropriate period the fee to the Patent Office. applications must be taken to

have been withdrawn. The Hnuse of Lords so beld when dismissing an appeal hy Energy Conversion Devices Incorporated, an American corporation, from a Court of Appeal decision that the assistant comptroller of the Patent Office rightly decided that two international patent applications by the corporation

Rule 100 of the Patents Rules 1978 provides: "Any document filed in any proceedings before the comptroller may, if he thinks fit, be amended, and any irregularity in procedure in or before the Office may be recti-fied, on such terms as he may direct."

should be taken to have been withdrawn.

Rule 110 provides: "(1) The . periods prescribed by these Rules for doing any act . . other than . periods prescribed in the rules specified in sub-rule (2) below . . may be extended by the comptroller . . . (2) The rules referred to in sub-rule (1) above are rules . . . 85(1)(a)

LORD DIPLOCK said that in order to simplify the obtaining of protection for inventions in several countries, the Patent Coseveral countries, too Patent Co-operation Treaty provided for the filing of international patent applications with the patent office of one of the contracting states (the "receiving office"), and for the designation of states in which protection was sought, In the UK, section 89 of the The words were Patents Act 1977 required the other meaning.

filing of an International application for a patent under the Act. the date of filing to be that accorded to it by the receiving office. The applicant was to specified conditions which included paying a filing

The Patents Rules regulated the husiness of the Patent Office, and all matters which were under the direction of the comptroller. Rule85 (1)(a) imposed timo within which a copy of the inter-national application must have been filed, and the filing fee

The consequences of failure to pay the fee within the prescribed period was that, under section 89(3) of the Act, the application was to be taken to have been withdrawn. In the present case

American corporation filed two intornational applications for patents in tha U.S. Patent Office. The time limit applicable for filing copies and paying fees in the UK was 20 months from the dates on which the corporation filed the applications in the U.S. The 20-month periods expired on November 8 and 16 1979. The

corporation had not paid a filing fee to the UK Patent Office, nor given any intimation that intended to proceed to obtain the grant of a patent in the UK. The assistant comptroller decided that the corporation's International applications bad been withdrawn. The corpora-tion appealed against that

decision The Patents Rules provided in rule 110 for the alteration, by the comptroller, of some of the periods specified in the Rules; but it expressly provided that the time limit prescribed by rule 85(1)(a) could not be extended. The words were incapablo of any

The corporation contended phrase, that passage appeared tion to be treated as an applicathat that prohibition might be to have heen understood in the overridden by the comptroller in Patent Office as meaning that the exercise of powers conferred there was a discretion to treat on him hy rule 100. It was con- the samo words in the Rulea or tended that failure to act within the Act as hearing different a prescribed time limit was an meanings in different cases, irregularity in procedure in or according to whatever the officer before the office," which the dealing with the matter thought comptroller might rectify by appropriate to achieve a just deeming the action to have been result. dona before the time limit

The state of the s

expired That was a bopeless argument. An lrregularity in procedure was aimply a failure to observe procedural rules, whatevor the cause of the failure might be. Where there was a diacretion to rectify a failure. the reason for it might be of the utmost relevance.

lf rule 100 conferred on the comptroller jurisdiction to excuse failure to observe inextensible time limit on the ground that it was an irregularity in procedure, that jurisdiction must extend to all such failures, whatever their reason. That would render the express prohibitions of extension by rule 110(1) and (2) wbolly nugatory. In Fater SpA's Application [1979] FSR 647. Mr Justice Graham justified his grant of an

extension of time on the ground that the power to rectify irregu-larities in rule 100 overrode the prohibitions of extensions contained in rule 110. As a matter construction be was wrong. In the course of his judgment be used an ill-conaldered turn

of phrase. He aaid: ". . . the Patent Office is an office for granting patents and nnt for refusing them and in a special case such as this, when there is a conflict between two rules, they as a matter of discretion be read together in such a way as to aid grant rather than refusal."

Because of the italicised

To put an end to any future

confusion, their Lordships should take the present occasion to overrulo that case unequivocally. It was an important constitutional principle that questions of construction of all legislating, primary or secondary, were questions of law to be dotermiood authoritativaly by courta of law.

Errors in construing primary or secondary legislation, made by tribunals that were not courts of law, were subject to correc-tion by judicial review. No tribunal and no court of law had any discretion to vary the meansecondary legislation in order to justice of the particular case. To do so was to negate the rule of

If there were cases in which the application of the Patents Rules led to injustice, the curn was for the Secretary of State to amend the Rules. If injustice atemmed from the terms of tha Act ltself, the remedy was for His Lordship would dismiss

Lord Scarman, Lord Roskill, Lord Bridge and Lord Brandon agreed For the corporation: Stephen

(Bird ond Bird), the Comptroller: Hugh Laddie (Treasury Solicitor).

By Rachel Davies

RADIO

TELEVISION

Tonight's Choice

to discover why the country is in an economic mess in Whatever

ITV matches this with a new series, Rep, about the fortunes

BBC 1 also weighs in with a new series, Cagney and Lacey.

ANTONY THORNCROFT

8.20 Bird Spot: Woodpeckers. 8.30 The Sacred Horses of

9.00 Playhouse: A Song at Twilight; by Noel Coward. 10.25 Cricket: Highlights. 10.50 Newsnight.

11.30 International Golf: High-

SCOTTISH

TSW

0.25 am Sesando Street. 10.25 Comic Stories. 10.40 Clapperboard. 11.05 The Estraordinary Paople Show. 11.30 Fang-face. 11.55 Look and See. 1.20 pm TSW Ragional News. 5.15 Gas Honey-bun'e Megic Sirthdeys. S.15 Lights! Cemerse! Annisf 5.00 Today South West 3.20 Wher: About 7.30 Her

west. 8.30 Whet's Ahead. 7.30 Hert to Hart. 19.32 TSW Late News and Westher. 12.10 am Poetscript. 12.15 South Wast Weather end Shippleg Forecast.

TVS

Tamil Nadu.

ligbts.

12.00 Open University.

which looks like another attempt to sell an American female cop

to a sceptical audience. The fact that this time there are two

lady gunslingers might just tip the scales at 9.25. Leap in the

Dark, the last of aeven stories about the supernatural, will send

RADIO 1 6.00 am As Radio 2. 7.00 Steve Wright, 9.00 Simon Bates, 11.30 Deve Lao Travie Including 12.30 pm News-best. 2.00 Paul Burnett. 5.30. Newsbest. 5.46 Roundtablo. 7.00 Andy Paobles. 10.00 The Friday Rock

RADIO 2 5.00 am Ray Moore (S), 7.30 Torry Wogan (S), 10.00 Jimmy Young (S), 12.00 Gloria Hunniford (S) including 1.45 pm Sports Deak, 2.00 Ed Stawart (S) including 2.45, 3.45 Sports Deak, 4.00 Oevid Hamilton (S) Including 4.45 Sports Deak, 5.45 News; Sport, 2.00 John Dunn (S) including 8.45 Sports Deak, 7.30 Cricket Dask, 2.00 Take Your Partners (S) at the Radio 2 Solifood with Sydney Thompson and his Orchestro, 3.45 Friday Night is Musia Night (S) with The Solient Concert Send, 9.55 Sports Deak, 10.00

Roy Cestle in "Castle's in the Air," 10.30 Alistair Cooke. 11.00 Srian Matthew with Round Midnight. 1.00 am Night. Dwis (S). 2.00-5.00 You and the Night and the Music (S). RADIO 3

RADIO 3

8.55 am Waether, 7.00 News, 7.05
Moming Concert (S), 8.00 News, 8.06 Morning Concert, 8.00 News, 9.05 This Week's Composers (S)
William Schoman and Welter Piston, 10.00 An Aquatic Miscellany (S) Song rocius: Schubert, Sritten, Ireland, Keel, 10.55 Respighi (S) Concert, 12.00 Music for Lute (S) Dowland, Philip Rosseler, 72.20 pm Midday Concert (S) Pert 1: Elgar, Bartok, 1.00 Nows, 7.05 Midday Concert (S) Pert 2: Dvorak, 1.50 Haydin Pianto Sonatas (S), 2.40 Bertin Phitharmonic Orchester (S), 4.00 CRorel Evensong (S)

in St Thomas's Church, New York; USA. 4.55 News. S,00 Maiely for Plessura (5), 6.30 Music for Gultar (5), 7.00 Log on Frant Page, 7.30 Felataff (5), 8.15 My, Marry Mornings. 8.40 Felataff (5) Act 2. 8.35 Nonsaneo Novals. 10.00 Felataff (5) Act 3, 10.55 Schumane (5), 11.55 Naws.

RADIO 4

2.00 am Nows Sriefing. 5.10 Ferming Today. 2.25 Shipping forecast. 2.30 Today, including a.45 Prayar for The Dey: 7.00. 2.00 Today's News: 7.30. 8.30 News Headlines: 7.45 Thought for The Day. 8.33 Yestarday in Parliament. 8.57 Weather, Travel: Continental Travel: News. 9.05 Desort Island Oiscs (5). 9.45 A Sidewaye Look At. 10.00 News. 10.02 Graindawall. 10.30 Daily Service. 10.45

Moming Story. 11.00 News; Trovel, 11.03 The Sentama. 11.48 Netumi Selection. 12.00 Nows. 12.02 pm You and Yours, 12.27 My Music (a) Quix, 12.55 Wasther; Traval Programme News. 1.00 Tho World At Ons; News. 1.40 Tha Archars. 1.55 Shipping Forecast, 2.00 News. 2.02 Women's Hour. 3.00 News. 3.02 Afternoon Theatre (5) "Scrape Off The Stack" by Tundi Ikoll. 4.00 News, 4.02 Countryside View. 4.10 Coping with Oseth. 4.40 Story Tims. 5.00 News Magazine, 5.50 Shipping Forecast; 5.55 Westhar; Programme News. 8.00 Nows. 6.30 Going Places, 7.00 News. 7.05 The Archers, 7.20 Pick of the Wook (5), 8.10 The Week in Synod. 8.30 Any Quastions? 9.15 Letter From America. 3.30 Keleidoscope. 9.59 Wasther. 10.00 The World Tonight: News. 10.35 Week Ending (5), 11.00 A Sook At Seddma. 11.15 The Financial World Tonight. 11.30 Today in Partiement. 11.45 Miles Kington wallows in the 8.8C Sound Archives. 12.00 News; Weather. 12.15 am Shipping Forecast: Inshors Waters Forscast.

RACING BY DOMINIC WIGAN

BARRY HILLS, who still feels hopeful that his 120-strong Lambourn string can nudge Steve Cauthen to his first jockey's championship, provides the young American with ammunition at hoth York and Chester today.

At York Rangefinder and Steelworks will he on duty for Cauthen in the Philip Cornes Nickel Alloys Stakes and the Marygate Handicap respectively. Later on the Roodeye Lambourn's most powerful stable provides Cauthen with chances through Bill Island and

take the field will be Simon Wingfield Digby's once-raced. Rangefinder in the Knavesmire'a Philip Cornes Qualifier. A hig powerfully made coldt from a half sister to that prodigous weight carrier, Roman Warrior, Rangefinder created a favourable impression at Sandown just under a month ago. Sent there for the five furlongs Ideal Stakes, Rangefinder showed good speed against Cat O'Nine Tails and Intone until lack of fitness and pace provided his un-

doing in the final furlong. Sure to he all the better for that run. Rangefinder will also be well served by the additional furlong of the Philip Cornes

Another who will he well The first from the quartet to sulted by the six furlongs of this

event is Lady Butt's Persian Although ahe has since dis-Glory. On his one appearance appointed, I believe sho is worth to date this colt, trained by Bill Watts, did extremely well to run tho more experienced All Systems Go to three-quarters of a length in the Margaret Stakes at Newcastle towards the end of last month. .

Persian Glory, nearly unconsidered in the market there, may prove just too good for Rangefinder in a race in which Warren Place's newcomer, The Fort, is expected to go well. From this month at Chester,

Bell Island is the one Cauthen may have most enthusiasm for, A lightly raced filly she faces six opponents in the Alice Hawthorn Maiden Stakes. Bell Island caught the eye

when forced behind Mydella at Wolverhampton on her debut.

another chance over this, the country's sharpest track, YORK

2,00-Chalkey Road 2.30-Persian Glory*** 3.00—Ponchielli 3.30—Gallant Special 4.00—Steelworks 4.30—Padalco*

LINGFIELD 3.15—Stop Talking 3.45—Welwyn 4.15-Komatch AYR 7.45-Forward CHESTIER

6.55-Bell Island** 7.20—Lakenheath 8.20—Curve the Wind 8.50—Finale Sept

FINANCIAL TIMES SERVICE

20 prints for £2.25

send your Kodacolor II 110, 126 & 35mm films and we can

TOP QUALITY

ľŤ

All prints will be borderless, round cornered and hi-definition sheen.

FAST SERVICE On receipt of the films at the laboratory, we guarantee that Kodacolor II 110, 126 & 35mm films will be processed in

Please allow for variations in the postal service and the fact that there is no weekend working in the laboratory. Films should be returned in approximately 7-10 days. Other film makes and reprints can be processed but are not

covered by the 48 hour guarantee and so take longer. Reprint prices are available on request. We do not accept C22, sub miniature, Minolta or black and white film.

COMPETITIVE PRICE Developing, postage and packing at £0.85p per film plus a

printable.

printing charge of £0.070	per print.	٠.
Prints are returned by first class post to your home, and full credit is given for negatives that are not technically	No. of exposures	FTFS Price
	12	£1.69 ·
	20	· £2,25
	24	£2.53
ncintable	36	£3.37

Complete the coupon below and post to: Financial Times Film Service, PO Box 45, Taplow, Majdenhead, Berks SL6 OAO, Telephone 0628 70539

Note: While the utmost care is exercised in ensure the safety of films delivered, we regret that no liability can be accepted for any losses resulting from the loss of or damage In any films.

................

KODACOLOR II 110, 126 & 35mm Film

Please enclose cheque made payable to "Financial Times Film Service" and post with film and coulpon to: Financial Times Film Service, PO Box 45, Taplow, Maidenhead, Serks \$15 0AO.

NAME

This offer is only applicable to readers of the Financial Times within the U.K. We process on the basis that the film value does not exceed material cost and our jubility is therefore limited to that amount. Offer valid to \$1.12.82. Minimum charge 850. Registered in England No. 1007290

CHAIRMAN'S LETTER

With the closing of the year 1981 the Bank completed its fifth financial year,

Though the period is relatively short, navertheless it offers an opportunity to assess past experience and to guide our plan Evaluation of performance can best be considered through

following the evolution of the Bank's activities during the period in question, the high-lights of which are quantified as follows:

1. Average. nanual rate of growth of Balance-sheet is

 Shareholders equity totalled FF 220 million in 1981 as mpared to FF 76,6 million in 1977, an increase of 190 %.
 Deposits recorded an average annual growth of 208 %. 4. Loans and advances showed an average annual increase of 174 %.

5. Net profits after tax achieved an avarage annual increase of 95 %, a return of 10 % on shareholders equity in 1981. Furthermore, to put past performance in proper perspectivo, here below are some of the more important achiavements of the

Bank during its five years of operation .:

1. Presence in some of the more notion Arab and internation nal finencial centers, partly through the opening of its branches in Bahrain and in London, and partly through the establishment of the Saudi Finence Corporation [Saudifin] in Geneva and the Arab Finence Company in Ammam, Jordan [AFC, Jordan], the latter being a ploneer in contributing to the promotion of the domestic

being a pioneer in contributing to the promotion of the comestic capital market.

2. The Benk ranked fifth amongst all Arab banks in the management of international syndicated loans during 1981.

3. The Benk's success in providing expertise and assistance to its valued clients in identifying and negotiating investments opportunities as well as in money and financial markets.

4. Promoting fruitful co-operation between Western and Arab institutions and translating same into the realization of some local translating same into the realization of some

With this experience, the Bank looks confidently to the future for further growth and consolidation. Tn aehieva this, an appropriate program was trawn which inclu-

. The creation of a holding company under the name of AL SAUDI BANQUE HOLDING N.V. to take ovar all participations of the mother company now located in Luxembourg.

2. The new holding company will have an additional capital to meet future growth requirements.

3. The Bank plans to anlarge its presence in some selected countries during the coming few years.

In implementing this program, we shall be guided as in the past by the following principles :

1. In support the growth of nuractivities by adequate share-

holders equity.

2. To rely in our funding to a large extent on deposits from our clients, both private and institutions.

Our clients, both private and institutions. 3. To keep a proper relationship between our loans and the nature and sources of our resources.

4. To remain selective and conservative in our lending activi-5. To consolidate our profit growth through increased agrainings from services which shall be further enlarged and diversified. In pursuing and realizing our goals, wa rely on the continua-tion of the confidence of our customers, the support of our share-

holders and on the zealous efforts of our employees whose loyalty and hard work has markedly contributed to the expansion

Dr CHAFIC AKHRAS

of our activities during the last five years period.

joint vantures and projects.

Head Office :

49/51, avenue George V 75008 Paris Téléphone: 720.86.08 Télex: ASBK A 630 349 F LONDON (Branches)

52-60, Cannon Street P.O. Box 208 GB - LONDON EC4 Téléphone : (01) 236.65.33 Telex: 881.34.38 ASBG West End Branch: 31, Berkeley Square GB - LONDON W1 Teléphone : (01) 493,89.42

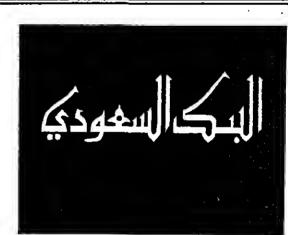
CANNES (Branch) Rue des Serbes

 Gray d'Albion » 06313 CANNES CEDEX Téléphone : (93) 38.02.11 Télex : ASBKCAN 470 058 F City Branch:

Télex: 23875 ASBW

BAHRAIN (O.B.U.) MANAMA

Kanoo Tower, P.O. Box 5820 Téléphone : 257.319 Télex: 8969 SAUBAH BN



AL SAUDI BANQUE

Balance Sheet: 1981

(in French Francs)

Cash, deposits with central bank, French treasury, post office giro

Due from banks and other financial institutions	3,569,283,904	. 2,297,040,537
Treasury bills and securities purchased outright or under agreement to		
rescli	88,143,450	£ 87,381,759
Loans to customers	2,203,010,916	913,344,943
Customer overdrafts	445,499,030	203,149,795
Collection accounts	32,917,375	27,012,494
Prepaid expenses and sundry assets and sundry debtors	165,857,523	89,620,907
Marketable securities, investments in subsidiaries and affiliates	60,310,183	54,654,430
Fixed assets	21,727,443	7,445,209
Due from shareholders for capital increase	25,000,000	50,000,000
Total	6,621,540,986	3,743,727,522
		<i>M</i>
LIABILITES		
Due to central bank, French treasury, post office giro	1,126,935,406	667,070,789
Banks and other financial institutions	3,390,415,559	1,680,051,601
Securities sold outright or under agreement to repurchased	89,887,621	61,572,949
Customer deposits	1,554,474,141	984,662,198
Collection accounts	29,057,844	25,886,803
Accrued expenses and sundry liabilities	161,604,615	90,281,454
Provisions	24,552,585	10,822,644
Reserves	1,168,954	582 ,742
Capital	200,000,000	200,000,000
Recained earnings	22,210,130	11,072,106
Profit for the year	21,234,131	11,724,236
Total	6,621,540,986	5,743,727,522

CONTRA ACCOUNTS Guarantees and avals in favour of banks and other financial institutions

Gnarantees and avals in favour of customers Confirmed credits in favour of customers Guarantees and avals in favour of customers and other financial 961,083,320 147,804,718 790,216,416 420,027,365 332,923,901 1,437,919,139 1,232,349 690,662,921

9,791,162

14,077,448

MANAGEMENT

With business schools under attack for being over-theoretical, we examine two influential innovations in executive education

Building more muscle into corporate strategy

TO A GOOD proportion of Euro- in the world, in the ultra- bas largely consisted of string-pean managers, business schools practical field of business policy ing together a series of cases. are little more than an academic and competitive strategy. irrelevance - not only the home-grown institutions, hut emphasises that its work will even those illustrious names across the Atlantic. For such sceptics, attendance on a busi- hoard-level decisions (what it ness school course is attractive calls "pragmatic management only hecause it offers a pleasant break from the usual daily grind, plus instant membership of an elite old-boy network that promises all sorts of lucrature jobs in the future.

That the academics have failed to convince more Europeans that they will actually become better businessmen by attending is partly the result of a mixture of national factors, such as the German preference for in-company education. But it also has a common cause: the achizoplirenia of many business schools themselves.

All but a handful of them remain torn between their wish to play a practical role in the business world and their status as academic institutions. With a few exceptions—notably Harvard—their staff's career success relies more on the traditional academic attributes producing learned theoretical treatises than on a combination of empirical research and the skilled

There is nothing wrong in itself with academic study of the capitalist system at the "micro" level, but on its own It does not help produce hetter

preoecupation with of many top business schnols is provoking growing criticism not only in Europe. but also in the U.S. itself.

With the help of a generous injection of funds from one of successful businessmen. David Sainsbury, finance director of the Sainshury supermarket chain, the London Business School is about to join the side of the

On the strength of Salns thoroughly hury's comoritment of £1.25m objective. nver the mext five years, LBS is establishing a Centre for Business Strategy, It will house after Harvard, will probably he the second largest shility," he says, "The academic enable it to undertake research on similar themes, such as team of academic researchers framework has been weak — It right across the six areas that Harvard and the University of

The ceotre's prospectus be empirical and soalytical, aimed at influencing hetter outcomes"). Not only will the more consciously international than much of the existing research at LBS, but it will for the first time take the school into the fast-expanding field of technology strategy and technology management.

The centre is expected to concentrate on six main areas: global industry dynamics, including compositive analysis; international strategy; technology studies; strategic processes (decision - making); mature industry studies; and service

Significance

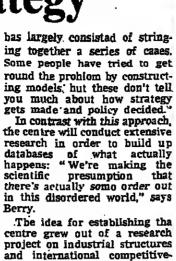
The hroad range of this research should provide the added honus of helping to tie togother more closely the specialised studies for which LBS has a particuarly high reputation including finance, marketing and organisational hehaviour. So the centre's significance will extend far heyond lts immediate staff of eight "full-time equivalents" (including a number of part-timers) assisted by six research students; In itself this amounts to a significant expansion of the school's

faculty, hy well over 10 per cent. As the LBS Principal, Professor James Ball, says: "This is one of the most exciting research devolopments undortaken by the school in recent years." He says it "will put us in the forefront of strategic thinking, not only through research but also through our teaching programmes."

For all the emphasis on the

wish to influence practical decision-making, Professor Dean Berry, who will be the centre's chairman, makes clear that it will also be following a thoroughly respectable academic

"The whole area of general management and business policy has suffered worldwide from a lack of intellectual respect-



in the control of the

started three years go at the bebest of David Salnsbury; choso to look initially at the reprographics industry, and the study is now well advanced. Sainsbury is the largest

nesa which Dr John McGee, who

will he the centre's director,

singlo sharebolder of tha famous British retail chain which bears his family name, and the heir to a substantial part of the family fortuno. A trust set up by him already finances a considerabla amount of academic research, to which the centre will now be added. One of a growing number of

top British executives in their forties with a husiness school education (an MBA from New York's Columbia University), he says he sbares the widespread feeling "that there is a considerable need for better strategic thinking in British industry, and that husiness schools can make a valuable contribution to this." He also hopes the centre's work will help government and the financial sector - together with the other institutions which create the environment in which companies operate — to develop "a clearer idea of what industry should be doing."

Sainshury now plans to help panies and trusts - inflation- secondment or as part-timers. like his annuai £250,000 - so that the centre can expand further. This would



John McGee and Dean Berry, director and chairman of the London siness School's new Centre for Business Strategy: "We're making the presumption that there's actually some order out in this disordered world"

have been identified by Professor Berry and Dr McGee. The centre's initial thrust will be in industry analysis, service industries and mature industries (including the diffi-cult questions of hoard construction and the prediction of corporate collapse).

secondment

Berry and McGee expect about balf the staff to come from LBS itself — including a number working only part-time for the centre — and the rest from outside; the first appointments should be made shortly. They are especially keen to hring ln several senior executives from industry and the LBS raise at least another financial sector, as well as top £150,000 a year from other com-civil servants, whether on

> The centre will also link up with other husiness schools or individual academics working

Michigan: Harvard is making a particularly close study of the world car and electronic component industries. The first visiting scholar will ho Harvard's Professor Joseph Bower, who is considered one of the world's leading authorities on business policy.

Despite his strong emphasis on the practical use to which companies should he able to put the centre's work. Berry rehuts any suggestion that it might turn into a sort of consultancy. It will he prepared to dn contract research, but any con-sultancy work will he taken on by members of the centre on an individual basis, he says. Though he already heads his own consultancy, Berry is critical of the consultancy world as a whole; rather than thoroughly researched findings of the sort that the new centre will he making, he argues that coosultancies tend to apply only

rules of thumb."

The art of 'action learning'

HE HELPED propound the philosophy that "small is beautiful", he was estracised hy the business schools for his heretical notions about management education, so much so that he was forced to practice his considerable skills outside Britain; and he is now enjoying a belated Indian summer of recogni-tion, thanks in particular to Lord Wainstock's enthusiasm for his recent work in GEC

and other companies. Seventy-five-year-old fessors Reg Revans is the father of "action learning." a system of pitching people into unfamiliar organisations and situations te learn by solving real-life problems, rather than by examining academic theories or empiri cal case studies. Lord Weinstock and several other supporters have now stepped forward to help subsidise the

lected post-war essays (all 846 pages of them) at a price that every manager can afford. The review below of "The Origins and Growth of Action Learning" is hy the chairman of Cadbury Schweppes, who has had a particularly close asso-ciation with the business school movement but is also a Revans admirer.

anyhody. I might occasionally have enabled them to learn."

Action learning has its roots in Revans' early investigations into coal mines and hospitals. It looks to practising managers to identify where problems lie and how they might be attacked. The investigators then have to carry with them those in a position to take the necessary action.

In tha mine and hospital projects, it was insiders enquiring into institutions other than their own. In the programme which Revans organised in Belgium, the managers who took part were outsiders with no direct experience of tha industry into which they ware enquiring. Either way the action learning approach seems to me to have two essential

The first is that it is a questioning approach. What prevents an organisation from boing as effective as it might ba is usually bard to pin down. We can only obtain a clearer map of the organisation we aim to explore by asking questions. Asking questions means listen-ing to the answers—and listening is an undorrated art in a monologue world. Another facet of listening is that potentially everyone in an organisa-tion has ideas to contribute—as quality circles and successful schemes of participation testify.

The second aspect of action learning is that it depends on the way the actors on the action learning stage relate to each other. Whoever is undertaking the enquiry learns from those who own the problem and they from him. In the Belgian programme the enquirers met together regularly "as comrades in adversity" (to use Revans' phrase) and their interaction Christopher Lorenz was an important element in the learning process. It is that

Revans points out that systems and institutions can only be changed through people who are themselves prepared to change and to learn more about themselves in the pro-cess. These conditions are met when we are faced with real problems, to which a real risk of failure is attached.

Hence tha case study is no substitute for action learning, nor is job rotation. Action learning would put a newcomer into a job to question its purpose, not to accept it as it is. Neither is consultancy action learning, because it is the outside expert coming in from above. Action laarning takes place among equals who have to find their way forward by drawing on their own resources. Revans' research shows that,

where channels ef communication are clear and where there is every encouragement to use them, organisations are effective. The mechanism is a simple one. If the consultant appreciates the suggestions of the ward sisters and will even seek their opinion, tha ward sister will he anxlous to have roady for him the maximum information about patients." So sisters consult their nurses. who in turn talk to their patients. From this exchange staff and patients learn and the latter recover faster but the pattern is set from the top. There is a stark lesson hero for the success or fallure of schemes of participation in

The paradox is that communications, for want of a better word, are both the problem and the solution. We need to find a sensa of order and of purpose in our work. "It is not tha pursuit of happiness that is the inalienable right of mankind, but of intelligibility." The pur-

EDITED BY ALAN CANE

"I NEVER taught anything to network of relationships which suit of intelligibility is a thema creates the opportunity to that runs through these essays and intelligibility is a good test to apply to the aims, structures and tasks of the organisations in which we work.

It is difficult to give the flavour of the book in a brief

review, but let Revans speak for himself:
"Wha(, after all, is education other than learning how to ask

questions?" There can be no action without learning and no learning without action."

"So much idle academic rolling stock and so many nilles of scholastic sidings green with resterday's weeds."
The vitality of participation

is its local relevance."
"Like the film of a chimney demolition run backwards."
I read the book straight through which is a stern test since it is made up of 52 separate essays. Inevitably there is some repetition, because Ravans's writings are based on a common core of experience, but each cssay illuminates a different aspect of his theme. The English is admirably clear and the Biblical quntations apt. Revans's Biblical scholarship and his success in International sport have contributed to tha formation of his thinking on action learning. The right relationship between coach and athlete is after all a good example of action learning in

"Action Learning" forces us to question some of our more comforting assumptions, about running organisations and this is unsettling. It is an important book and one from which all of us can learn. hecause it makes us think. There is a health warning inside: "the lesson seems in he that one nught pot in start action learning if one is going not to like it." By Reginald W. Revaus, Chortreelt-Bratt. £8.

Sir Adrian Cadbury

W.P. output

Screwdriver

to hammer

Remember the slur which

used to be cast noon the ability of the Birmingham workman? One rather biting

but undoubtedly unjustified

phrasa was to describe a hammor as a Birmingham

But the Brummies were ahead of the times because

now things can be fixed to

Fixing

TECHNOLOGY

Kazuhiro Fuchi is one of the experts behind Japan's work on the fifth generation computer project

Design starts on a computer with human power As its name suggests, the but an IBM official did concede tions with foremost, a machine

BY PETER McGILL IN TOKYO

month in Takyo to research and lahoratories and Japan's top electricity consumption, prob-develop a "5th generation com- cight computer firms: NEC, abally based on either the puter" that will be able to Hitachi, Fujitsu, Toshiha Josephson conjunction reason like humans, automatic- Mitsuhishi, Matsushita, Oki and galllum arsenide chips. ally translate languages, give Sharp. complex guidance to robots and communicate with people in a of Mr Kazuhiro Fuchi, the form of human speech.

among foreign governments and science at the government's eninpriter manufacturers like electrotechnical laboratory. IRM, ICL and Siemens, with the UK particularly concerned to make use of British advanced software development and International research into artificial intellidustry (MIT1).

This is despite the fact that research is still at the stage of investigating hasic theory, and nobody, including the Japanese, yet has any clear idea of what the 1990s, will capture ahout kind of computer will result half of the world computer

Japanese research is centred Parallel to the research on an the Institute for New Generative fifth generation computer is tion Computer Technology in an independent project to Tokyo, funded by the Japanese derelop the so-called "super-including the latest result from solves: problems in much the Government and staffed by 40 computer" that is ultra-fast, the supercomputer project, will same way as a human mind.

The Institute is the brainchild

Institue's director of research Already, the project has and executive director, and ereated a great deal of interest formerly director of information The money for the research

-Y100bn- over 10 years, all comes from the Ministry of International Trade and In-"This project ls in a sense

too early for industry," said Mr Fuchi, However, he estimates that the fifth generation computer, if it is ever developed in

A TEN year project started last scientists from Government ultra-small and with minimal

When developed, the supercomputer has obvious though limited scientific uses in atomic energy research, nr in the design centre of a motor company or aircraft company for instance. But Mr Fuchi guesses that the supercomputer "will take only about 10 per cent of the market."

The fifth generation computer project contains a host of unknowns for the Japanese. Mr Fuchi and his research team see "problem solving and inference machine" as a key part of the hardware, with a corresponding problem solving section in the software. These inference functions

will be supported by a know-ledge bank or "library" of languages and pictures. State-

with the software in speech. images or a "natural" lan-guage that simplifies ordinary speech just enough for a computer to understand (an area of intense international research at the moment).

Capacity

This will be converted by the software into a "kernal lan-guage" based on predicate and syllogistic logic for input and output to the hardware. (At present Vonneumann, BV Computers use a machine language of binary impulses to link tho software and the hardware.) "meta inference system"

will he developed that incorporates deductive functions and high-level functions such as common, inductive and analogical inferences, as well as tacit inferences."

The goal is to provide an of the art architecture, possibly entire system that reasons and solves problems in much the

come to a candidate kernal language is a predicate syllogistic logic language called "prolog" developed by Edinburgh University. The idea for Prolog, which Mr Fuchl called a "crucial development" for the success of the Japaneso project, cama 10 years ago through joint research of the universi-ties of Edinburgh and Mar-

Howevor, Edinburgh perfected the idea Into a commercial software that is widely used by the American firm digital equipment corporation

Fuchi hopes to develop the inference capacity of the fifth generation computer to 100m g.lips (logical inferences per econd) compared with 10,000-100,000 lips possible on tha current generation of com-

Outside reaction to the claims of the Institute range from downright scepticism to cautions interest and concern,

ystem. "kernal language" is a key to that the project had great
The user will communicate tha system. The nearest the potential for technology spinwith the software in speech. Japanesa researchers have offs. offs.

> The same point was echoed hy a source at the UK embassy who sald the project was of "enormous value to Japan" and in terms of commercial spin-offs "it is prohably not even worth defining what the long range goals are."

The UK Government thinks highly anough of the project though to have sent a high level team of experts led hy a DoI official to attend a symposium in Tokyo on the fifth generation computer. A working group has since ben set up to formulate UK policy on the computar.

It is still too early to foretell what kind of co-operation Japan and interested foreign coun-tries have in mind, or if the Japanese are willing to share a substantial amount of the research with potential overseas competitors.

The Japaneso are already talking of commercial applica-

translation system that will be able to translate multiple languages with 90 per cent accuracy at a 30 per cent lower cost than if done hy man.

Consultation

Hitachi has a prototype that translates high school level English into Japanese with 60 per cent accuracy.

Among other applications for the hasic technology after three years will be "consultation systems" where a computer that communicates with the user in simplified natural language and speech, will conduct medi-cal diagnoses based on experi knowledge input, mechanical oquipment CAD (computer aided design), and computer systems diagnosis.

In the long term, the new generation of computers will be used inside robots to give directions. Mr Fuchi said "Many paople are talking about intelligent robots, but they ignore the problems of the computer. Present day computers are not good enough."

Welding

Portable units

Hayters PLC of Bishop's Stortford, Hartfordshire, has added the LD 250 and LD 300 ders. Hayter claims that with etectric starting and weighing 203 kg the units, running at 3000 rpm, there is an open circuit voltage of 85v. This is suitable for most types of rods and the engines have sufficient power to produce a 250-300 amp rating even when using four gauge rods on a 0279 723444.

Machine tools

I wo models

W. E. Nerton Machine Tools, Orgreave Drive, Dere House Industrial Estate, Sheffield (0742 697341) can now supply the MH 630 and MH 630S machining centres, two additions to their Knraki 32 or 60 tools.

walls with a hammer pro-vided one has Revspins. These are, in effect, akcwers made from star-shaped alumlnium alloy tubes which are twisted and then cut to Pilot holes can be drilled

through, say, a battern and then into the wall. The Revspins are simply tapped home and cut a thread in the hole as they enter.

The developers claim that Revsplus will grip even in light insulating hiecks and

can be used in wood includ-ing the grain and the edges of chipboard. The product has been designed and patented by Prodev, a small industrial co-operative of Unit 5, Bessmer Crescent, Rabans industrial Estate, Aylesbury,

Bucks. Arrangements are being mada for national distribution. Prodev members seem to have surprised themselves. One said: "It's so simple we wonder why no-one has

thought of it before." Mr Jehn Oilis (0296 32519) will enthuse further. MAX COMMANDER

Publication

Wire cutter

A four-page leaflet describing a new range of wire and

sleeve cutting machines is available from Eraser International at Portway Industrial Estate, Andover, Hants (0264

Collector stations help AFA Minerva check on subscriber security

Central monitoring to beat the intruder problem

BY GEOFFREY CHARLISH

SOME YEARS ago the fire ser- Minerva which has just invested UK started to dishand arrangements by which private telesystems of premises of one kind or another could he wired direct to stations.

The workload proved to be too great often because of the rate of false alarma. The police, in particular, had other things

This kind of central monitoring is now down to private security firms like AFA

ATTENTION LONDON BUSINESSES & PROFESSIONS LOOKING AT WORD PROCESSING 3

for your personal invitation Tel: 01-408 1515 Today BUY THE BEST BUY WANG SHEERLOGIC LTD.

vices and police forces in the £tm in a central station at customers in the South East Parker Street, WC2, in which will soon follow and the ultimodern computer and telecoms mate capacity is 14,000.

techniques have been brought There are already 1,500

Using private leased 'phone . lines the station can auto-matically monitor intruder alarms, fire detection systems, process and refrigeration plant and building services equip-



The main computer enclosure, communications, terminals VDUs and CCTV at AFA-Minerva's central station in Parker Street, London

a separata direct line connec- often associated with setting and tion to London. To keep the upsetting of systems on premises costs down, AFA Minerva bas at husiness opening and closing used 26 collector stations to times, the computer is prothe distance is stil to great, by switched network.

Alarm response

The signals at the cellector they can all be sent down one high-grade line to London at the same time.

In the worst case, when a subscriber's signals have to go through two of the collector stations, the alarm responsa time is unlikely to exceed 15 seconds or so.

During that time the message

collector, sent to London,

is received and multiplexed at

de-multiplexed and scanned by a Data General Nova computer once every 3.5 seconds. If an alarm condition is identified during the scan one

problem on his screen.

nected by a leased line, or, if grammod to disregard alarm signals generated within the a dial-up line on the public narrow time gato allowed for this activity. When a ganuine alarm is received, the operator will immediately know what actions

stations are multiplexed so that to take sinca a page of data related to that subscriber immediately appears on the screen. The Parker Street centre also has direct lines to appropriate police and fire stations.

Monitored

Each customer does not have To eliminate the false alarms

All incidents are logged initially on disc stores and ultimately on a dump tape. In addition, the computer is duplicated and even if everything in the control room failed, the of three operators, seated at system could still he monitored visual display units, will see the from the line inputs in the hasement. More on 01-892 4422.

te its range of portable welcontinuous cycle. More from

range. The automatic tool changers are available with

THE ARTS

Fitzearraldo (A) Camden Plaza

Porky's (X) West End and North London releasa

Deep in the Amazon jungle, lurks Klaus Kinski: with electric

hair, stark eyes, gargoyle face and a dirty-white colonial suit

Annie (U)

Jacques Tati

myths.

Odeon Leiceater

Cavell/Chichester Festival

B. A. Young

The history of Nurse Edith Cavell is quite straight forward. Working in a hospital in occupled Brussels, during the early years of the First World War, she became involved in an organisation helping British soldiers to escape the German authorities. She confessed everything whan ahe was arrested and tried by the Germans and the Germans shot. her, as they had every legal

What Keith Baxter has done in his very interesting play is to explain, or try to explain, why these things happened. Edith Cavell, as he draws her and as Joan Plowright plays her in a glowing performance, is an uncommonly straight forward woman. "I never lie," she tells someone quite early in the evening; and though abe doesn't say ao in so many words she goes to the belp of anyone who needs it, deserving or not.

So when two wounded British addiers in plain clothes are brought to her she helps them on their escape-route. This naturally leads to further episodes of the same kind—200 altogether, the record says—until she finds herself in a key position on the escape-route. Detection was Inevitable; and when she was questioned, she did what she always did, she told the truth.

But why was no plea for her life made hy the British Government of the time? The responsibility. Mr Baxter says, lay with Lloyd George. Lloyd George knew that a plea was a sign of weakness. sign of weakness; whereas a walve of indignation would he a stimulus to recruiting. If any plea was to ba made it should be made in the newspapers. In fact, the Spanish ambassador made a brave attempt. The U.S. British in Belgium lay, pleaded sickness, Edith Cavell was duly

Mr Baxter's treatment while



Joan Plowright and Dulcie Gray

frame of theatrical elaboration of the day-Asquith, Derby, that fills in the details and Grey, Lloyd George, the young portraya the public feeling of Churchill. They talk to each effect that would grave the were cartoon figures. The more editor of a popular newspaper, subtle points of doctrine are When the lights first go up the

the time. He has an eye for other in headlinea as if they left to a real newspaper man,

very good performance in Cockney by Nigel Stock.

It is very effective and my only adverse comment is that it begins too far hack. We start In 1907, when the Cavell hospital is founded, and for seven years as it were, we are concerned only with an interesting woman devoted to nursing but otherwise not unusual. We get a glimpse of her mother (Dulcie Gray) and we see how her treat-meot of a girl morphine-addict leads to something like love. But not until the heginning of the second act does the war begin to mark ber as the curious woman she was.

And curious she was indeed. When you think of the women in the Second World War, women like Violette Szabo, her instant confessions seem very unheroic. Miss Plowright showa little emotion heyood exhauation. She faces every exhauation. She faces every problem—domestic, clinical or military—with a solid acceptance that put me in mind of Saint Joan indeed of Miss Plowright's performance as that Saint. She only emerges from this carapace once when she has been playing cricket with the children of friends in Norfolk, when she shows a real capacity for happiness. for happiness.

Of the others included in the close-upa Paul Hardwick is very effective as the Belgium surgeon Depage. Cathryn Harrison's morphine-takiog Grace, swingiog from hysteria to atern politiness is good, and I much liked Brett Forrest as the lame Spanish ambassador. Among the cartoons Michael Sadler plays the young Churchill with a fine resinence but without the verbal characteristics now familiar to us; and Philip Madoc's Lloyd George (a part he has played before) is a masterly impersonation.

Peter Rice designed the set with metal staircases rising ultimately to a hospital ward

high above stage level in which hardly anything happened until the Boches come and clear It out. If he also designed the keeping nurse Cavell and her great three-tier set is crowded babblington, who is eager to out. If he also designed the complicated, as if seen in close that and tailcosts among whom up, surrounds them with a great we soon discern the politicians why he has written them—a men's trouser creases right.

movie: broken and imperious as a galleon fallen on rocks. The febrile prologue wherein Kinski and his mistress Claudia Cardinale, filthy both from an epic canoe-trip, scuffle gatecrashingly into the opera-house at Manaos to drink inspiration from Caruso in *Ernoni* promises wild

wonders to come. And the madness-kissed early voyagings of Kinski and his crew up-river in their renovated steamer also weave a silvery spell: Caruso crooning from a wind-up gramophone perched a-crackle on the prow, the waters deep, pearly and silent, the jungle succulent

What unfolds on the screen is a magnificent shipwreck of a

with unseen Indians.
But, sadly, it's Herzog's central folie de grandeur that send his film spiralling into fateful vortex. The steamer's harshly engineered ascent up a manmade Mount Ararat, urged on hy ropes, winches and the tribe of straining Indians who help, is a long sequence of desperately willed magic undone hy hroken rhythms and oddly frayed suspense. The steamer's should-be triumphant descent into the neighbouring river ia anti-climactically shot and cut.

Cinema

Nigel Andrews

Jungle noises

that has seen hetter decades. And what should be Fitzcar-Kinski is to German director raldo's crowning perverse Werner Herzog what Nikolai Charkassov (Alexander Nevsky adventure of survival, when the Indians release the moored-atand Ivan the Terrible) was to Eisenstein: his right-hand actor, executor of dreams, a chameleon night hoat so that it hurtles towarda the rapids, a sacrifice for their Goda, is all too brusque, hrief and perfunctory: as if presence changing hua according to his mentor's moods and time or money or stamina-or all three—had finally run out In Fitzcerraldo Kinski came for the production.

late into the film after three On paper Fitzcarroldo prodifferent stars had been mooted for the title role in Herzog'a curse-laden epic about an opera-mad ex-railway tycoon who wants to build his very own mised thrilling sparks from the meeting of two exoticisms, Italian opera and Amazonian jungle. And on cellulold, especially early on as Verdi and Bellini pour forth from cracked records io shanty-town Iquitos La Scala deep in the Pernyan jungle. Albert Finney and Jack Nicholson were both courted hut declined, and Jasoo Robards hegan the film hut left it, 40 per records to shanty-town Iquitos or greenery-boa'd river, it often provides them. But the fated circularity of the atory—the river finally sweeps Fitzcarraldo home, failing to give him his dream—weakens tension, and production traumas must have belied to make the film. cent completed, struck down by dysentery. Enter as Fitzcarraldo Kinski, snarler unforgettable in Her-zog'a Aguirre, Wrath of God

have helped to make the film visually a thing of rags and tatters. (Photographer Thomas eight years before: and perhaps Destiny, after dropping hints like hricks on Herzoga toea, at Mauch producea precious little last got her way. Kinski is the man, and he makes a near-im-possible movie nearly work. to equal his leos-magic in Aguirre.) There remains Kinski: a Near-impossible because of an every-which-way, contortionist's script, requiring its main characdemon whose Halloween-mask face and flaxen quiff of wild hair create their own magic. ter to be hoth hat-brained dreamar and steel-willed entre-Both as dreamer and doer, he'a an irresistible figure of diabolic preneur; and hecause Herzog energy and the light-carrying posed himself a logistical night-Lucifer in the film's best scene; mare in the film's ataging, requiring a multi-ton ateamer to when the steamer is hoarded by inquisitive Indians who silently, he hauled over a mountain he-tween parallel rivers. (Fitzstealthily prowl around him feeling ihs blond hair, awed at carraldo hopes to fund his opera-house by exploiting an un-touched ruhher forest cut-off by his blue eyes—a white God on whom only Kinski, imperious and staring-eyed, could hestow the right crazed nohility. rapids: ho at-over-mountain is the only means of access).

As one of those cultural castaways who never saw Annie the musical on stage, I'm unarmed for invidious comparisons. But the cannonade of raspberries

so far unleashed on John dollar hudget, has certainly giganticised the tale: making Deal. the characters boom forth larger than life — notably Carol Burnett's nuclear-tonsilled Miss Hannigan, the Gorgon of the orphaoage system, and Albert Finney'a millionaire - with - a -beart Daddy Warbucks (borrowing Huston's own glittering eye and brushed-Celtic hrogue)
—and turning Maiaon Warhucks into a beetling manse with more eyries and baroque corners than Hotel Marien had. But the film has spirit to go with Its size.

Annie herself is un-upstageable charmer. Aileen Quinn, with a wide smile and a smack of freckles under the russet curls, sings and grins up a storm. At her aide Ann Reio-king dances like the Zephyr as Warbuck'a secretary, amanueosis and last-reel sweetheart. And Punjah and Asp (Geoffrey Holder and Roger Minami) run a mixture of Jeevas and the U.S.

Twice only does the film run aground. Once when Tim Curry and Bernadette Peters enter with maoy a suave snarl and hand-me-down ho-ho as the wicked couple who pretend to he 'Aonie's real parents. (Thay Fete, where he plays a diaastershould return to the acting class prone village postman; in Ployfrom whence they cama.) The time, where he comes to grips other time, when Warbucks, with the modern city (which Annie and retinue hire Radio trembles nervously in his City Music Hall for the night, hands); and in Mon Oncle, for a private showing of Comille. where chic suburhan living is Acres of depressing seat-space, weighed in the balance and and Garbo giving up the ghost found wanting-and receiving-

ing on screen. Sometimes ideas for a great night out don't quite work out

. But around these twain camalty-points the film is full of canalty-points the nim is full of address and jeunesse. The showstopping ditty "Tomorrow" is sprinkled sagaciously through the two-hour traffic, and who could resist the moment when Franklin D. Roosevelt and Eleanor join Annie in a White House transfel of the source. House ensemble of the song, capped by Eleanor's swooning Huston's film version puzzles exclamation "Oh Franklin! . . . me. Huston, with a 35-million- and the immediate haptism, endorsed by Annie, of the New

> Porky's should be dropped from a great height on the heads of its assembled cast, crew and writer-director. Canadian Bob Clark (of Tribute) penned and lensed this romp for the retarded, in which a gaggle of high-school hoys diacover the joys of voyeurism, truancy, teacher-haiting, truancy, teacher-nairing, property destruction and racial bigotry (and/or beating up racial bigots). The standard of the film's humour is illustrated by such witty punning characternames as Miss Bolbraker (macho gym-mistress) and by many an uproarious jape involving dropped trousers, dunking in swamps and the impact of soft-boiled eggs on human physiognomies.

It makes one yearn for tha sophistication of Jacques Tati, silaot run deep ibrough the plot who by generous foresight has as the mystic-Orient servants been brought to London this ever providing miraculous month; en-celluloided in a seasuccour in the nick of time, like son of the ouizzical gawky plpesmoker's best films. Tati, humanity's answer to the Leaning Tower of Pisa. made alow, funny, delicate-as-eggshell gags that demand patience and nearly always repay it. Enjoy his air of deranged and unflappable politeness in Jonr de with mezzo coughs and moon- a dose of Tati anarchy.



Aileen Quinn with Sandy

Sacred Ellington/St. Paul's Dominic Gill

nres, this performance of a of the show's first half - a few selection of Duke Ellington's minutes of splendidly muscular sacred music in St Paul's-the whirling under the dome by a higgest and most ambitious bare-chested Wayne Sleep in presentation of this year's City time to Ellington's "Praise God of London Festival—was a triumph. Artistically, it plumbed such depths of dishonesty and vulgarity as can never hefore have been witnessed in the Cathedral or at any City Festival event.

The sacred music is late Ellington, composed during the nine years before his death in wood had sometimes become inextricably mixed; but the hest of the religious numbers speak with a simple purity and passion, and a powerful sincerity. that in the right circumstances is both beautiful and touching.

Jil

195.

1

Not here. St Paul's may be no ideal place to listen, and rejoice, to the complex, fast-moving colours of Ellington counterpoint; but even in that vasty carried their message joyfully enough if the whole had not heen presented with the glibness of an American chat-show and the tatty slickness of the worat sort of low-budget TV speciacular. It was the TV speciacular. It was the TV cameras indeed, astonishingly noisy and disruptive, rushing up and down the aisles on their plaint, leaving with them, was wheeled engines and derricks that I'd heard more than and hooms, which quite literally enough.

Judged by the audience fig- stole the only tolerable moment

A distinguished cast of

mualcians had been assembled under the direction of Alan Cohen, including the saxes of The production, hy "La Com-Tony Coe, Ronnie Scott and pagnie des Acleurs" has been John Surman, the trumpets of Alan Downey, Kenny Baker and Kenny Wheeler, and "On Ice" creations, publicity Cohen, including the saxes of Alan Downey, Kenny Baker and Kenny Wheeler, and 1974. Long before that, twenties Johnny Edwarda' trombone. Cotton Club and postwar Holly- But their music appeared only in the hriefest intervals between Chat: volley upon volley of introductions and pocket interviews from Rod Steiger (another dimension of sacred Host entirely), reminiscences still oilier from Douglas Fairbanks (flown in apecially for the occasion) and from the fatuous Tony Bennett, whose deeply vulgar rendering of Somebody Cares" was nearacoustic, the sounds would have perfect proof on this occasion carried their message joyfully that nobody did. No kind of homage this, but a specious affront to the memory, spirit and work of one of the greatest jazz musicians and composers of any age. Scores of people left disappointed at the interval, complaining that they couldn't hear; my only com-

Hamlet/Globe, Paris

Nicholas Powell

Paris theatre, dominated by scenic construction, directors whose treatment of The potential of the classics is charted as closely is huge and the shortcomings today as Beckett or Ionesco pro- consequently all the more disductions were 25 years ago, has appointing. Firstly this had a go at "Hamlet." "Hamlet " lacks overall direc-

The result is neither arch conservatism nor perilous innoan attempt to return to the

which with Gallic overstatement describe the "reconstitution" of the Globe. In reality the stage, not the theatre, has been rehuilt. Alas, the "Elizahethan Tavern" for the after show dinners is only period in as much as trestle tables were trendy in 1601.

The faithfully and heautifully finished reproduction of the Globe's stage is star of the show. The tininess of space makes for rapid entrances and exits and sustained pace of action. The ghost of Hamlet's father treads around the edge of the stage like an automaton on a German Town Hall clock. The use of the "inner stage," with or without decorative backdrop, and the gallery—where the Kiog and Qoeen ait to watch the players' ahow—compensates in height and depth for the small stage and adda a visual variety which directors norm-ally seek with all sorts of

The potential of the exercise

tion-no director is actually named on the programme. The vation—the usual choice—but actors have not worked enough at adapting to the small stage; the production contains too roots, by putting "Hamlet" the production contains too hack on the stage of the Globe. much conventional gesturing and movement, fine on the stage of the Theatre de la Ville but

Inappropriate here.
Nor has the troupe worked sufficiently on the text: too many passages leave one with the uncomfortable impression that the actors have excellent memories but don't always know what it all means. Jean-Marie Proslier turns in

a portly, humbling Polonius. Maria Manhan is remarkably sensitive and subtle as the Oueen. Jean-Paul Zehnacker is not the youngest or most moving of Princes. But the biggest drawback of this production is the site — inside a giant marquee (the organisers are aiming at Holiday on Ice size crowds) at the Porte de Cham-perret which is next to Paris' ring road.

The production illustrates wonderfully that elaborate sceoery and stage constructions are not necessary to draw one into the play. But the rumble of ten tonners changing gear has nothing Elizahethan about it and is very destructive of andi-ence attention and actors' con-

Northern Ballet Theatre/Sadler's Wells

Clement Crisp

Northern Ballet Theatre's for the nuances of phrasing is a piece for four dancers by might not have come amiss. season in Rosebery Avenue which sustain the expansive Michael Pink, set to Michael pany Midsummer Night's Dream to which I can award few housets. I am doubly happy, then to report that the programme which ends their Sadler's Wells stay this week begins with a poetic and well-reasoned Les Sylphides. The staging is hy Dame Alicia Markova, and in that fact we have all the explanation we need for the sweetly aspiriog dancing of the corps de ballet,

the cast.

Nothing else in the evening made much sense. Attraction

opened last week with, for me, secount of the score, and for the Berkeley's first string quartet. Who had danced a rapt Prelude their insupportable Cinderella, continued freshness of Fokine's Given its first performance at and there followed the com- imagery. Markova has trans- last year's Cheltenham Festival, mitted to her cast - led hy it proposes a game of not very Cynthia Harvey and Ross musical chairs in which a Stretton, guests from American couple—Lynn Jezzard and Mar-Ballet Theatre—something of tin Gurnett—become involved, her own impalpable grace in variously, with Another Woman this ballet—which she learned and Another Man (Alexandra from Fokine and preserves in Morrall and David Needham). his final editing. It is, and how Dutiful emoting to dutiful rare it is, a production in which choreography does nothing to atylistic understanding united persuade me of any interest of the characters

Some of the rampagiog in the academic succeeding Le Corsaire duet Prokovsky.

9 Shoot a descendant (6)

enthusiast (8)

company (6)

in Les Sylphides, being yearned at hy William Starrett, a gueat with NBT, who barged vehemently about the stage but did not persuade me that he should he doing so. Both artists also joined in the final Fouat Directimento which offers Goundd'a adorable ballet music transformed from a romp for furry-bloomered aatyrs and ladies in tulle—with which the Bolshoy used to delight us-into s plotless display of academic platitudes by André

LEERY, 5. Altriood, 836 3878. CC 031 9232-379 8588. Gro bkgs 850 3002 836 5962 Eves 7.30. Thur 8 3st Ma 3G. OLIVER COTTON, ELIZABETT QUINN, CHILDWEN OF A LESSER GOO PLAY OF THE YEAR SWET 1981 6LIZABETH QUINN ACTRESS OF TH YEAR 10 a new play SWET 1981.

THEATRES

ALDWYCH, S 836 6404, CC 370 6233, ALAN HOWARD, Best actor of the Year to the RSC Award-winning preduc-tion of GOOD, 8425 7.30 SHARP, mark Wad & Sat 2.30, Wed mat 2 for price of 1 on 48, Ed. 50, CS. Hurryl Season extended IIII August 7.

APOLLO VICTORIA (ODD. VICTORIA STR.)
THE SOUND OF MUSIC. PETULA
CLARK. London's most alla sludies
Manical. Ever 7.30. Mars Wed & Sat.
2.30. Box Office TO am-8 pp. 18
2.30. Box Office TO am-8 pp. 18
2.30. Box Office TO am-8
8.30. Box Office TO am-

NESTAURANT TNEATRE.

X Re lope Centre Point. BOX
D1-437 8585-6. Doors open
cockutil. FULL CARVES
FOLLOWED 87 THE FUR
1. WILD, WIND WOMEN at
0. C12.50, 615 inclusive. Tickets
g Sinner £6. lostant credit tard
g Sinner £6. lostant credit tard
g Sinner £6. Restant credit tard

REMCAN MALL Sabita Coult. EC2 C Others 8801. Res 01-0.28 18708. Unit 2 femor 8.00pm. ECD. Thomas also. Sockety Chee. Nicholas Reserves réductor Sact. Saire No 4 in 5.897 049. Eccamballur Courcette No.2 in 1. Wy 1047 Makerkat in 0. 8WY 243. Item 16412 auxil.

TRICHESTER FESTIVAL THEATRE, 0243 781312. Season voorsered by Martin 4 Rossi Ltd. VALMDDTH. Fonight 7.30 COLISEUM. S 836 3181. CC 240 5258. ENGLISH MATIONAL OPERA. Season Opens July 24. Rep incs TOSCA. CARMAN. MAKROPULOS: CASE. BASEER OF SEVILLE SOM OFFICE OPENS COVENT GASDEN. S 240 1063. Access visa 838 8905. 85 amphileats avail for all peris tiden-salt from 10am on the day. THE SOVAL CHERA. Tent 4 Tues 17.730. Falsas Tomor at 7.35. Ber Freiseners. Mina at 7.30. La Soheme. Wed at 7.30. La Soheme.

GREENWICH. 5 CC. 01-858 7755. Noel Coward's DESIGN FDR LIVING. Svgs. T.45, Mistinees Sal 4.0. HAYMARKET THEATRE ROYAL 0.50
9832. Umill July 7. Evgs 7.30. Mats Wed
2.30. Sats 4.0. PETER BARKWORTHAN
ANTHONY QUAYLE. MICHAEL A
new nlay by Ronald Miller. Jaogested
by a novel by C. P. Broy. Die
ANTHONY QUAYLE. RUNMING IN
REPERTORS WITH HORSON'S CHOICE
A CAPTAIN BRASSBOUND. NAYMARKET THEATRE ROYAL DSD 0832. LAST TWO WESKS. EVG 7.30 Mats Wed 2.30. Sat 4.0. PERLELOYE KEITH. ANTHONY QUAYLE TREVOR PEACOCR IN HOSSON'S CHOICS. A Comedy by Marald Brighbove, Oirected by Royald Eyro. Running in reperbote YAYMARKET THEATRS ROYAL 030 9322. July 22 to Jaly 81. FENELOFE KST7H in CAPTAIN ERASBOUNO'S CONVERSION BY DEFRARE Shaw. Oirected by Frank Hauser. HAYMAS KET THEATRS ROYAL & 9832. August 3 to September thomals Shouth, Frances OS 1 TOUR. RONALD PICEUP, SHELLA GIB BILL FRASER, MAS GARET RAWLING FREDA JACKSON, NARSY ANORE IN UNCLE VANYA BY Anton Chakh Olrected by Christopher Forts. HER MAJESTY'S Air-cond. 930 6806-7. Grunn seles 379 8061. Eyes 7.30 Sa: mat 3.0, FRANK FINLAY IN AMAGUS by PETER SMAFFER. Directed by PETER HALL Credit tard Hotilines 230 0232 or 030 4025-2. KING'S HEAD, 226 1918, On 7. Show 8. MARRY ME A LITTLE songs by Stephen Sondheim, LONDON PALLAGIUM. 01-437 7373.
MICHAEL CRAWFORO in the Broadway
Musical BARNUM. Evis T.30. Mai Wed
and Sat 2-45. Use the Barnum Hotlines
01-437 2055. 01-738 8961 for Instant
Gredit Card reservations. NOW EDOKING THEATRE Shaftesbury Avc. Box 457 3682. Tal. Credit and acceptud. GLENDA JACKSON. INCINA HALE IN SUMMIT CON-NCL. A new glay by Robert Oavid onald, Evgs 8.0. Mats Wed 3.0.

OPEN AIR REGENT'S PARK, 5 486 2431 Instant credit rard bokingy 030 0232 Unstitution NICHT'S DREAM Instant credit card bokingy 0 A MIDSUMMER NIGHT'S tonight 7.45, Sat 2.30 & 7.45, PRINCE EDWARD. Tim Rice and Andrew Lloyd-Webber's 8V17A. Oir by Hait Frince. Fees 4.0. Economy orice Mats Thur & San 3.0. Eves perfs ends 10.15. Box Office 437 677, CC Hotline 430 8899. Gro sales 179 2061 or 8:0 inst. 24-hr bits Teledata 01-200 0200. QUEEN'S 9. CC 01-734 1:33. 439 38401 4051. Credit prot 01-930 0232. Group ales 01-379 8061. Evennes 8.06. Mar Wed 3 00. Sat 5.30 & 8.30 ANOTHER COUNTRY by Jaian Mitchell

ROVAL COURT. 8 CC 730 1745. Provi Ton't. Tomor 5.0. Opens Mon 7.0. Sub Evgs 8.0. INSIGNIFICANCE by Terry WESTMINSTER. CC 254 0223 HANNAN GORDON, GWEN WATFORD, FAIL DANEMAN, JONN CARSON IN THE JEWELLER'S SHOP by Pobe John Pail II. Evgs 7.45, Myts Wed & Sat 2.30. WHITEHALL 839 6978/6975 & 930 68927755, BOBERT FOWELL 83, PARIE Marlowe, LSE MONTAGUE 83, Raymond Chandler in PRIVATE OLEK with Ropale Lethers, A Elizabeth Rehardson, Ticket 63, 24, 25, 26, 27, 24, Student Sive 23, 24, 25, 26, 27, 24, Student Sive 24, 25, 26, 27, 24, Student Sive WYNDHAM'S Air-cond. S 836 3028. CC 370 6885. Grpl reductions 836 399.2. Mon-F1 736 Sax 4.30 8.00. We mat 2.36. Record UK ran for any Miller play. LAST 4 WEEKS. CDLIN RLARELY. 80SEMARY. HARRIS in ARTHUR MILLER'S ALL MY SONS. Orreced by Michael Blakemore.

SAOLER'S WELLS THEATRE, EC1. CC 01-278 8016 (5 lines) Gro Sales 379 8081 2 ht Instantly confirmed res 01-200 0200. NOSTHESM BALLET THEATES. Last Peris: Ton't 7.50, Tomor 2.30 & 7.50: Les Sylnaides/lattraction/Le Corsaire/Fausz Olvertimento. Royal Sallat School 28 to 31 July. 3rd Dance Subscrippin now open "thin best dance aeries see" ring 01-278 0855 (24 lys) for brother. AMPLE FREE PARKING after 8.30 pr., SAVOY. 8 01-836 8888. CC 030 0232. Evenings 7-35. Man Wed 2-30. Sat 8.0. 8-50. MICHAEL FRAYN'S NEW COMEDY NOISES DFF. Giracted by MICHAEL BLAKEMORE. FT. GEORGE'S SHAKESPEAREAN TH 01-607 1128, Peris 7.30 pm. MACEETH Taursday, TWELFTH NIGHT TON'L 57. MARTIN'S CC 836 1443. Even 8 Tues mat 2.45. Seturdays S & S Apatra Christie's The MOUSETRAP World's longest-over fan. 30th Year Fully air-conditioned theatra. VAUGEVILLE, CC 01-232 2288. Eres 8. Wed mats 2.45. Sats 5 & 8. GORDDN JACKSON in AGATHA CHRISTIE'S CARDS ON THE TABLE. Fally air conditioned theatre. VICTORIA PALACE, CC 01-834 1317-8.
01-828 4735-6. Group sales 570
6061 DENNIS WATERMAN, ANTON
ROPERS, The News Musical WINDY
Factor of the News Musical WINDY
20 at 7.00. Sub nightly at 7.30 cm.
Mat Wed & Sat 3 cm. Credit card
Hotime 030 0232.

F.T. CROSSWORD PUZZLE No. 4,918

ACROSS 1 Arrived with soldiers in a vaulted room (6) 4 Paddy, without right, createa an area of frozen water (3-5)

10 Fruit that soldiers have to throw away? (9) 11 Stomach a hit of rubhish (5) 12 Bill for a magistrate (4) 13 The lowest depths of despair could shake Shakespeare's weaver (4-6)

15 Left over that peculiar people take initially (7) i6 Look cloaely, that is, for a Scottish peg-top (6) 19 The time to flavour 22 Down? (6) 21 Very intelligent about a chopper (7) 3-Man of action in the main?

(10) 25 Burden that is ours (4) 27 Distribute a product (5). 28 Architectural decoration that sounds like a flax field (54)

29 A bit immature but envious (8) 30 One who asks earnestly for ... - legislature (6) DOWN

1 Perfect transcript to reserve 17 Originate nought on railway (8) but a catalogue (9)
Treat roughly a soldier with 18 Cause right for a valiant feeling (9) 3 Raise the end (4)
20 Fools name abundance (7)
5 Investigate an examination
21 Card game that's a sin in

6 Having put on weight 22 Skip 9 Down (6) around the house should 24 Refuse 10 shrink (5)

show how deep it is in the 26 Snarl a row on the way up

main (10) (4)7 Expel eastern leader to Victoria (5) Solution to Puzzle No. 4,917 8 Had visions of doctor joining mixed team (6)

14 Fish that swells encourage

FINANCIAL TIMES

BRACKEN HOUSE, CANNON STREET, LONDON EC4P 48Y Telegrams: Finantimo, London PS4. Telex: 8954871 Telephone: 01-2488000

Friday July 9 1982

Polish debt; game of bluff

THE LATEST chapter in the is true that such pressure was Polish debt saga opened this a factor behind General Jaruzel-week with the meeting in Vienna of Western bankers and Polish officials to discuss relax the curriew. But this reschaduling at least part of liberalisation came to a dead Polynd's 1982 debts. The gross stip when it became clear that Poland's 1982 debts. The pros-pects are not good. The prossupposed to repay a total of nearly \$7bn in principal and \$3bn in interest on its convertible currency debt this year, but with no new credits and few hard currency earnings exports it cannot acrape together enough to pay the full interest amount. Yet, it is essential that rescheduling get under way and that western governments join the discus-

The fact that the Vienna meeting took place at all is a concession on both sides. Last yaar the commercial bankers insisted that their governments must make the first move and reschedule that part of Poland's 1981 debt which is officially guaranteed, before Polaod's 1981 commercial debt could be rescheduled.

The rationale for this insistence by the bankers still holds good. Should governments, the U.S. for instance, choose to call Poland formally in default, the bankers would be left at the end of the queue of claimants on Polish assets, holding a worthless Polish promise of repayment in several years time.

However, following the imposition of martial law in Poland last December, the Western governments refused to talk about rescheduling their portion of Poland's 1982 debt. With some of their number worried, the effect on their balance sheets of continuing to get no return-not even interest-on their Polish loans, the Western banks bave gone back to the negotiating table. For its part, the Jaruzelski government initially said it would not reschedule with the Western banks unless it did so in tandem with the Western governments. This was in part they were a year ago, as banks a device to use Western bankers are beginning to write off some as pressure against the Nato sanctions on Poland which, in addition to a refusal

stop when it became clear that the Polish people did not feel grateful, but merely freer to express their feelings in street protests. Hints of a further relaxation of marital law later this month have been made in Warsaw, but if this materialises it is likely to be minor. Creditors

Thus, Western governments are unlikely soon to get the lift-ing of martial law, release of internees and resumption by Geoeral Jaruzelski of dialogue with Solidarity and the Church - the three conditions. Nato set for removing economic sanctions. In these gloomy circumstances. Western governments would do better to discuss rescheduling, which actually places more of a financial constraint on Poland than refusing to discuss its debts.

Poland is at present getting off scot free on its debts, while rescheduling would require it to pay at least some interest and fees to its creditors. Besides, the present impasse is placing a great strain on the 500 banks involved, some of whom might soon be tempted to break ranks and go their separate ways, either calling a default or doing individual deals with Warsaw. uniform approach remains

The Western negotiating hand is not as weak as is sometimes supposed, and there is no reason for Poland to be allowed to get away with its demand for postponement of all interest as well as principal this year. The ultimate threat of the

West calling Poland in default initially appeared an empty one in Warsaw, and in Moscow, to the extent that the West was worried about the effect of default on its own financial system. But anxieties that Poland could precipitate a collapse in Western banking are less marked than are beginning to write off some of their Polish loans.

Equally, for Poland to declare a moratorium or default on its reschedule official debt, include debts would have widespread a freeze on new credit to Poland. But Western govern-countries, a fact of which the Poland. But Western governments have held firm, and so
Poland has concluded it has
something to gain from even
a partial rescheduling.

The poland countries, a fact of which the
Soviet Union, the bloc leader,
must be reminding the Polish
government. Such an action
would virtually rule ont Poland The question for western ever succeeding in its applicacovernments is whether holding the to join the International firm means as much now, after Mooetary Fund. In view of the seven months of martial law. potential significance one day of The Lebanese and Falklands the IMF to Polish recovery, it wars have lessened international seems unlikely Poland would attention, and therefore to some want to forego this potential

U.S. flirts with single-rate tax

which President Reagan bas cloating, pronounced "ioteresting" is A sing rapidly gaining ground across a remarkably broad range of appeal for the President, who American opinion. Since it believes strongly in cash incould also provide some relief centives. It also appeals to on the interest rate front, the more liberal political minds for debate is of more than curiosity rather different reasons. It value oo this side of the

Tha present combination of high marginal rates and generous exemptions, which is broadly the rule in all Western countries, has grown up for what has seemed the best of reasons - the desire for a progressive tax system, the grow-iog demand for welfare, defence and education, and the desire to provide incentives for particular forms of behaviour be it con-are polistically neutral; they are tractual saving or owner-occu-of the same potential value to tractual saving or owner-occu-

The result, unfortunately, is bought at a heavy cost, for the system as a whole combines high disincentives at the margin with low efficiency. In this country the known tax expenditures on personal allowances, mortgage relief, pension provision and the rest eat up half the poten-tial revenue of income tax. In America, where exemptions are more widespread, the effect is

International

One allowancs is an intsrnational matter: the exemptioo of interest payments on personal borrowing. This halves the cost of debt service for most large borrowers and consequently raises the level of U.S. interest rates needed to obtain any given degree of credit restraint. The OECD, speaking for most European finance ministries, and a growing number of Americans-including all the governors of the Fed-would like to see this allowance abolished, preferably to help close the fiscal gap.

single-rate proposal would offer half this benefit: it would abolish the incentive to borrow, but hand back the proceeds to taxpayers, or so it is to be presumed. Even this half loaf would be-better

THE IDEA of a single-rate in-come tax, without exemptions, ment in general would be fas-A single-rate tax at perhaps

15 per cent has an obvious would put an end to the spectacle of the rich avoiding their nhligations by borrowing, or buying oil wells for tha depletion allowances or businesses for their accumulated losses. 1 might also make it politically easier to finance more liberal expenditure programmes.

This last point is obviously

a warning as well as a promise. Efficient taxes, like efficient (indexed) government borrowing. privatisers and high spenders. Inefficient systems are beloved of civil servants because they restrain the wilder actions of elected governments. The single-tax proposal can thus be seen as genuinely radical and risky.

Exemptions

However, the personal incentive effects of much lower marginal rates might well be dramatic—and they need not be single rates. The idea of financing tax cuts by reducing exemptions is quite distinct from the argument for a single, uniform rate. In this country, for example, a bonfire of exemptions including the now redundant allowances for family responsibilities—would make it possible to cut all tax rates by 10p without loss of revenue, maintaining a progressive structure. with a universal personal allowance at the present level. This would help those caught in the poverty trap as well as the rich. The many variations on this theme-a single rate, a single rate plus an effective wealth tax, or a negative income tax with a higher rate—are the stuff of much future dabate; but the idea of attacking the sacred berd of the fiscal system. the long list of tax expeodi-tures, does look like an idea

HOW MANY jobs will the cashless society cost? This is a profound worry for employees in the finance industry—particularly those in the sprawling labour-intensive branch banking networks of Britain and Western Europe.

They fear an electronic holocaust. Or, to be precise, activists in a number of their unions do. Meetings have become dominated by the "threat" to the number and quality of jobs, which many believe will

swamp issues such as pay. The UK's Banking, Insurance and Finance Union (Bifu), one a catastrophe if new technology continues to be introduced on employers' terms. Although European unions are not united on the extent of the threat, and acknowledge that full automation is far off, many others are wornied.

Mr Fritz Johansen, of Norway's NBF, remarked in collating responses from members of Fiet—the private sector white-Fiet—the private sector white-collar workers international that European bank employment may be decimated in the next decade. Io the longer term he envisages "perhaps even a network manned branches."

Most unions insist they are not Luddites, and welcome new technology on what they regard as acceptable terms negotiation, with guaranteed job security, and with benefits passed on to workers, particu-larly in reduced working hours.

But last October representatives of 1.7m bank workers worldwide voted at a Fiet conference in Lisbon to back direct action against the introduction of new electronic equipment if employers refused to consult them. New technology has recently sparked off disputes in Ireland and the Netherlands.

Also in Lisbon, representatives of insurance workers-affected by parallel changescalled for a similar policy of non-cooperation.

Banks have three replies. First, many argue there is no prospective threat to jobs. Barclays Bank UK, Europe's banking nelieves that an underlying 1 to 2 per cent growth in staff will continue for the foreseeable future. Second, banks

certainly would be jeopardised if they failed to keep pace with their competitors' technological developments. And third, as Barclays' chairman, Mr Deryk Weyer, put it: "The cashless society will remain a myth for as long as we can see."

That does not rule out, however, a society which uses less A casb and fewer cheques. worldwide tabestry of cash dis pensers, home banking, electrooic payment for shopping. and payment of bills by telephone is being woven. inset panel is only a sample of

Retail banking is the growth prospect of the decade. The winners will be those-not necessarily traditional bankswhich seize the most efficient technological opportunities to

EUROPE'S BANK WORKERS

Costs of a cashless future

By Brian Groom, Labour Staff

THE "THREATS" TO STAFF JOBS

The sine qua non of the cashless Shoppers use a card at check-out computer terminals in stores and supermarkets, directly ing bank accounts to pay for English clearing banks have linked up to plan the introduction of a UK wide system in three to of limited schemes in the U.S. spite of limited schemes in the U.S. and Europe, not yet a widespread

AUTOMATED MACHINES (ATMs). Electronic self-service tills sprouting through the walls of bank branches and elsethe walls of bank branches and elsewhere. In Japan, which has 25,000 of them, they line the walls of bank halls. A German study estimated each ATM displaced 1.32 full time staff. Britain's National Westminster Bank is considering this at a hopping contra hunch. Where ing centre branch, where

IN-STORE BANKING. Britain's cing, Insurance and Finance Union says the growing installation of ATMs (and some counter terminals) in factories, hospitals, stores and supermarkets—filled by shop workers—will mean "the psosible

tion in bank jobs." Some retailers the route charted by Sears Roebuck in the U.S., by offering financial services paralleling those of banks.

BRANCH COMPUTERISATION.
Back offices in UK bank branches remain much as Dad's Army's Captain Mainwaring would remember them. But mini-computers and Insurance—are on the way. Nat-west is introducing the IBM 8100 mer records. It may be the beginning of the end-for dog eared files—and much routine branch

HOME/OFFICE BANKING. Citibank and Chemical Bank are among U.S. banks experimenting with customers carrying out trans banks. In West Germany more than 3,000 bank customers play at bank tellers at home by means of view data. British banks are considering their options, but may come up with something short of full home banking. Many European banks are hesitating.

"The only way to serve the to competitors which start with- a year, banks say, and staff by and insurance staff in Relgium, mass of consumers economically is through the provision of cash, loans and savings facilities by electronic and mechanical means with the minimum of to contain costs. Staff costs are high throughsonnel and real estate," says

Pressures forcing the world's banks to examine staff costs include inflation, the cost of funds, competition from nonbanks and quasi-banks, and the increasing willingess of cus-tomers to shop around.

Mr Bill Turner, a principal in the London office of McKinsey, the business consultants, said this spring that the easy profits of European banks in "cartellike environments" were coming to an end. They would face competition like that which already confronts U.S. hanks, he

Mr Eckert van Hooven, a managing director of Deutsche Bank in Germany, at the same conference, attacked Mr Turner's analysis as "highly theoretical and ridiculous." European banks had more to offer private customers than U.S. banks, he said.

But several bankers agreed with Mr Turner. It is hardy surprising, therefore, that unions are nervous. Nearly 80 per cent of European bank jobs are in branches.

In Mr van Hooven's own country, the DAG union believes 5 to 10 per cent of the 44,000 branches will close during the 1980s and that 10 per cent of the 500,000 employees in the credit sector will be made redundant

It calculates that the cost of running a self-service branch is DM80,000-100,000 a with DM 350,000-400,000 for a five-person branch. This helps to explain why technology is the banks' main answer both

out cumbersome branch networks, and to their own need

out Europe. In the English clearing banks, they account for two-thirds of operating costs. According to Retail Banker International, staff costs of the big four rose by between 16 and 22 per cent in 1981, and only Lloyds avoided a rise in the proportion of personnel expenses to net interest interest income.

Unions in Britain, Sweden, Denmark, Belgium, Austria, France, Norway and Italy say branch networks have already been under review, and some smaller offices closed. The expansion of hranch networks which occurred up to 1975 bas virtually stopped, partly because of high ratios of branches to inhabitants.

Bankers, although far from united, try to calm union fears by arguing that workforces have continued to grow during 20 years of considerable tech-nological change, including computerisation of accounts.

Barclays Group National Westminster Bank Midland Bank

Credit Agricole Banque Nationale de Paris Deutsche Bank

Societe Generale

In the UK, transactions are According to the European growing by roughly 7 per cent Trade Union Institute, banking

EUROPE'S BIGGEST BANK EMPLOYERS

Excludes Credit Lyonnais (unavailable) and London-based Standar Chartered (54,646). † includes some overseas staff.



Customer dealing with a NatWest Servicetill

no reason to suppose the pattern will be broken.

The unions' case is therefore far from proven and will remain so as long as the future of point-of-sale terminals and home banking is uncertain. But prima facie, and allowing for the uncertainty of the timescale, their argument that employment levels will fall is strong, for two reasons.

First, there is the sheer number of potential develop-ments: if all came to fruition, the effect would be revolutionary. And second, tha rapid growth in staff since 1960 is already stagnating.

This is not necessarily because of technology—the nearsaturation of some bank networks is a factor—but it means that any major technological, labour-saving changes in future could actually cut workforces, rather than simply curb their

66.033

an underlying 1 to 2 per cent: for example, grew by 10.2 per the gap is covered by productivity gains, including those from technology, and they see the seem in 1974-77—and the pattern 1974, but by only 0.7 per cent a year in 1974-77—and the pattern was similar, if less startling, for other countries.

Figures from the English clearing banks show that between 1960 and 1975, their staffs grew at 4.1 per cent a year. In 1975-80, the rate was down to 2.4 per cent. Now Barclays is talking of 1 to 2

Last year, the staffs of the five main English clearers (plus Coutts) fell by 6,500 to 231,000. Bifu takes this as a sign that new technology is already beginning to bite. The banks say it was caused largely by the recession: they were compensating for over-recruit-ment the year before, when staff turnover fell sharply.

Some observers believe that as many as one-third of European banking jobs are at risk. Many unions are vague, however, and some highly cautious. Mr Jack Britz, general secretary of Britain's Clearing Bank Union, foresees UK staff numbers roughly unchanged in 1990, but falling by AD 2000. But, he says: "We are seeing more change than has taken place in the banks since the 1800s, at a time when the unions are weak part of the network. because of recession and unem-

So-called " deskilling " jobs is another factor worrying unions, although they are not unanimous: Danish and Austrian ones say technology has had a positive effect on work skills. The deskilling claim amazes the banks, who

possible " post-technology " Jobs at Midland Bank, claims that 70 per cent of the workload of a securities clerk, handling stocks and shares, would disappear. In small offices these clerks would help market new services, Bifu says, hat in large banks their numbers would be reduced—narrowing a promotion route for junior clerks, who would become frustrated. On present evidence it

appears unlikely that unions will be able to stave in the technology "threat" or turn it to their advantage. Their usin thrust is to reach "new technology agreements" with nology agreements" employers, guaranteeing job security and negotiation rights. Nordic unions have heen

successful in this, although some are realising that their agreements are open to varying interpretation, and will need to ba backed with vigilance and strength. But employers in many countries refuse negotiate at ali. Some unions acknowledge

that technological change necessary, in spite of their fears. And those which are alarmed have difficulty in aleraing their members to a "threat" which is insidious rather than

In the UK, Bifu, frustrated its attempts to win new technology agreements, is pre-pared to back members who refuse to accept the imposition of technology. But at its annual conference in April a call to refuse to operate any equipment introduced without agreement was defeated-because it was impossible to guarantee members' support.

An example illustrates why. At a recent computer confarence, an activist who had worked at National West-minster's Surbiton branch claimed that the IBM \$100 office computer-which stores hranch records, and was being tried ont there—could cost 1.5 jobs per braoch. Applied across the NatWest network, he said, it meant possibly "4,500 jobs down the drain."

But at Surbiton, there are few such fears among staff who no longer have to run around chasing paper files. Ms Lin Oram, manager's clerk, is a Bifu member but ignores half its warnings on technology. "It's a load of rubbish. There's only so much this little thing can do," she said.

This, Bifu says, is its problem: staff who comply unquestion-ingly with the introduction of a new machine may be speeding up their own obsolescence -or someone else's in another

Personnel managers, however, do not rule out technology obliquely out of the UK industry's unsatisfactory negotiating set-up, with two rival unions. Nor are further disputes ruled out in other European countries, where the issue will create a difficult industrial relasay technology removes boring able future. A battle, of course, could be disastrous for both employers and staff. Com-Unions, none the less, can employers and staff, cite examples of "de-skilling." petitors would laugh all cite examples of "de-skilling." petitors would laugh all the way. Bifu, in a detailed analysis of to what used to be the bank.

Men & Matters

Hot water

The Prime Minister's lack of love and respect for nationalised industry chairmed is well known. But the treatment meted out this week to Sir Rohart Marshall chairman of the National Water Council, is still remarkahle.

He was only told at 9.30 am on Wednesday that the Environment Depriment would that afternoon announce its intention to aholish his council which coordinates policy for regional water authorities.

"I had no inkling or prior warning of any sort—apart from an invitation to a meeting at the Department on Tuesday evening which I couldn't make," he told me yesterday. "It came totally out of the blue."

A former chairman of the Nationalised Industries' Chairmen's Group (he is now the financial spokesman), Marshall deplored the lack of consulta-

But he is used to the cold shoulder — Mrs Thatcher brusquely dismissed a request from him for a personal meetlng in October 1981 on the chairmen's salaries, saving she was too busy and that he should talk to Sir Geoffrey Howe. Marshall had earlier been outspoken about the problems created by the polarisation of parties' industrial political

policies. The Government plans to wind the council up in September next year when Marsball's current £24,500 a year cootract expires. Wage negotiations will then switch from the council to the regional water anthorities, so possibly reducing the militant power of water

Marshall and his colleagues believe that is a bad idea because it could lead to leapbetween different hargaining groups. But from Mrs Thatcher's point of view, the combined victories of abolishing a quango, losing

industry chairman, and upset-ting a trade union clearly win tha day.

Out of office Breaking the mould of British

politics is one thing, geeting your own room in the House of Commons is another. Roy Jenkins is said to be less than amused by the fact that as leader of a major minority party he should still have

difficulty in finding an office. What makes it worse is that he is having to lodge for the moment with Mike Thomas, the Social Democrat MP for New-castle East—and the man who managed the leadership cam-paign for his rival Dr David

Gold dust

Remember the gold rush in the winter of 1979-80 when the price doubled to \$850 an ounca within a few weeks and then slumped even more rapidly? There were many explanations: the U.S. bostages crisis, Afghanistan, rumours of a Soviet invasion of Iran, a sudden switch of Arab oil

But it was due to none of these, according to a Houston lawyer Don Bernard. It was caused by a massive manipulation of the market by the Swiss subsidiary of a major world Bernard says that he and a specialist in precious metals investments, Gordon Briggs, were engaged by an anonymous Greek billionaire to sell a 2,000

ton hoard of gold builtion. Dumped on the open market, it would have caused a buge fall in the gold price. But the Greek wanted it sold quickly. Bernard and Briggs eventually found private buyers and devised a mathod of completing the transactions through the international banking system.

letters representing the willingness and ability of privata investors to buy 2,000 tons of

In early December 1979, the letters were sent to the Swiss bank. The letters were dua to be returned within 48 bours. A month later, they were still issing-and the price of gold had rocketed.

The bank, says Bernard, had used the letters to manipulate the market by representing the private sale as a public demand for 2,000 tons of gold. The international treasurer of the hank did not deny lt, but challenged them to do anything about it. Bernard brought his story to

a London publisher in the Spring of 1980—and it forms the basis of a readable financial thriller, Bullion, by author and TV scriptwriter John Goldsmith, published yesterday (Sidgwick and Jackson £7.50). If truth is stranger than

fiction, it is also sadder. The book ends with tha heroes turning the tables on the banker. "In fact," the bearded Bernard tells me, "most of the gold has still not been sold and we never got the fortune in commission we expected. We started a legal action in Switzrland but gave

Exit Spens

Whether you see it as a coup clearly depends on where you

Charles Williams, chairmanelect of merchant bank Henry Ansbacher beamed delightedly over his recruitment yesterday of Morgan Grenfell director, the Hon. Patrick Spens. "Patrick will be running the

bank and that is not a simple Williams exclaimed. thing," Spens, he declared, was "a colourful chap, an entrepresort banker " who had been respon-

This involved hank-to-bank sibla for over 100 mergers exters representing the willing-during his 12 years with Morgan

But over in Great Winchester Street, Christopher Reevs, MG's chief executive, played down the "He is a very able person, but we have a big corporate finance division. To lose one of 10 directors is not a great problem."

advised Anshacher on the deal earlier this year under which the bank took over insurance and ship brokers Seascope Holdand ship brokers seascope from ings. A colleague of Spen's at Morgan Grenfell, commenting on his departure to "join one of our clients." reckoned that Spens would nejoy "being a rather large fish in a small pond " at Ansbacher.

Spens is taking with him into

the fish-pond his colleague Roger Cort and former colleague Peter Philips, who has been out in Singapore working for Private Investment Company for Asia.

Back at Ansbacher, Williams was still glowing about the

Spens entrepreneurial style So many merchant bankers are like lawyers and accountants these days. Patrick is a deal creator and a deal closer," said

City lights

My lines the other day about the "Indispensable Man" recalled for a reader a verse that used to be quoted in similar vein about the activities of the City. It is, be says, a helpful code for any investment analyst to live by:
"In the City
They sell and buy,

And no one ever asks them: But since it contents them To buy and sell, God forgive them They might as well."

Observer

Tilbury Plant Tilbury Roadstone Tilbury Construction
Tilbury Developments
Tilbury Mechanical Services

You thought Tilbury was across the river from Gravesend

Tribury isn't only a container port, it's also the name of an expanding group of twelve subsidiary or associated companies active in many aspects of the construction industry throughout the United Kingdom.

These activities include civil engineering, building, plant hire and sales, mechanical services, property development, as well as the supply and laying of road materials. This work is carried out for a wide range of clients in both the public and

Despite a 15% reduction in turnover due to the continued recession, an advance in trading profit of over £2.2 million was achieved in 1981. For an update on Tilbury send for the letest Annual Report.

Apply to: Tilbury Group Public Limited Company, Tilbury House Rusper Road, Horsham, West Sussex RH12 48B. Telephone: Horsham (0403) 69031

Tilbury Group Public Limited Company Towards a Century 1884-1984

If it were as easy as that . . .

By Malcolm Rutherford

MR ROY JENKINS said when to me—fnat the 'time of he won the leadership of the troubles' in Great Britain is Social Democratic Party last beginning to lift while our week that the central issue at troubles in Europe are only just the next general election would be unempioyment. Conventional wisdom, eveo reason, suggests gang Rolh, once a fiery, now a that he must be right. It is somewhat mellowed. Germao impossible for it to be other. Social Democrat MP, was in

Something most be done abnut If it were as easy as that the Labour Party, which tends to think it is, would be doing much better in the opinion polls. Somewhere along the line something has changed. The 3m mark, like the 1m and 2m marks before it, was passed without quite the predicted outery. Dealing with unemployment has become more of a "how" questional questions. It is the apparent crumbling away of the Aslef strike on the railways. It could be coupled become more of a "how" questrailways. It could be coupled tion, and the answers are very with the way the Government uocertain. There may he a is playing to the nurses by offer-spreading awareness that what ing them more money than the

Here are some random examples of the change that is occurring, including the change in perceptions. Most of them draw on West Germany, which used to be considered a model. The German unemployment figures for June came out this week and-at 1,65m-show a rise of nearly one-third compared with a year ago. The number of vacancies continued to fall. Not much more than a decade ago. German unemployment figures were virtually non-existent. The only indicator worth looking at back to the 1960s or 1970s; nor

which was at times astronomic. The other day Herr Guenter Steffens, the head of the Dresdner Bank in London, told the German Chamber of Com-merce: "What used in be called the 'English disease'-England has proneered not only the industrial revolution but it thing at all to create a new seems the beginnings of the order except to continue to try post-industrial society-is no longer a British exclusive. . . Unemployment, high interest Geoffrey Howe's Cambridge rates, static or declining manu-lecture last weekend when he longer the British prerogative. . . The difference is-it does seem

emerging.

Again, this week Herr Wolfwise.

Yet the issue is perhaps more London seeking to persuade London seeking to persuade Lord Weinstock that if GEC subtle than it sounds. The public were to buy the ailing German debate cannot be—is nol— electrical giant. AEG, it would simply: "Three million unemployed is a national disgrace, nology and inquidate the pobs.

That itself is a turn-round of the first order. Ten years ago, it was such companies as AEG and Stemens which, it seemed with almost unlimited amounts of cash. were threatening British high technology and its hold on third markets,

The last example is at home. is playing to the nurses by offerspreading awareness that what is going on is a kind of structural change. We are in a transitional period towards a different society.

Whoever deals with that problem hest, and is perceived in do so by the public, is most likely to win the election.

Here are some random examples of the change that is

any of these developments are greatly unpopular. On the con-

None of this is an end in itself, or should be. The Government has succeeded to establishing that the old order is changing. It has switched the ground of the argument about union power and state intervention. The rise of the Social Democrats is an acknowledgment of that fact. Neither Mr Jenkins nor Dr David Owen want to go was the number of vacancies, do they think that it would be which was at times astronomic. possible to do so. But neither the Torics nor the Social Demo-erats seem to he sure of what should arise in the old order's

place.
The Tories have the addilional doubt of not knowing whether they should do anyto hring down inflation. That was the main thrust of Sir covernment in a quarter of a can interest rates and inter-century under which the national uncertainties. Yet the



The wave of the victor: Rny Jenkins, after the SDP leadership poli result was announced

of our predecessor."

Yet perhaps the needle on the gramophone record has become stuck. The problem has moved on. Inflation is being brought down in a way which isay; the French have never succeeded in doing: the best that the French have ever achieved was to establish a plateau for a few years — once around 7 per cent, then around 10 per cent, now around 14 per cent. The British rate has come down dramatically.

But something is missing: there is no demand. Soon-taneous growth in response to the Government's policies has not occurred. No doubt there "We will be the first are reasons, like high Ameri-

average inflation during nur absence of demand has become term of office is lower than that a serious problem, undermining the Government's own aims.

The car production figures. published this week, are an example. In the first six months of the year ear sales were down by 2 per cent on the first half of 1981, which was itself a pretty had period. The car market peaked in

Perhaps the post-industrial snciety requires fewer cars, though that hardly sounds com-patible with the end of the age of the train. The point is that the Government has been pumping money into BL, allowing it in buy robots and generally become more efficient and internationally competitive, yet the company can still achieve only 18 per cent of car sales in Britain.

reacted to the domestic recession by increasing exports. The rade figures reflect that, but lengthy statement of a Tory it was Sir Geoffrey himself who argued that economic recovery would ioclude the recapture of the boose market. For whalever reason, the home soarket is fall-

Possibly because of its own internal difficulties, the Lahour Party has not caught up with this. You can see that in Question Time at the House of Commons. The real economic commons. The real economic crisis is no longer unemployment per se; it is the dreadful output figures because they offer no promise that unemployment will be relieved. Mr Michael Foot, the Labour Party leader, has scarcely even raised the matter in this con-

The Tories have gone a bit sewers were falling to pieces. Yet if the state of the sewers

really is as bad as some people say, they are becoming a hazard to public health. Public money should be spent on their im-mediate modernisation. The same might be said about parts the roads system. Some ambitious back-bencher might do some research on these matters. The case would not be for iraditional reflation. It would be for essential repairs and improvements to the infrastructure. The effects on employment and on the economic property of the infrastructure. mic growth rate would be the spin-off, and would be effects

Thal is where the Tories are stuck. They want very largely to dismantle the public sector, but they have not achieved it yet In the meanline, things decay. The rail dispute bas heen rumbling on and off for most of this year, but still nobody knows what kind of a transport system the Govern-

worth having.

manufacturing industries have harp on Sir Geoffrey's reacted to the domestic recess Geoffrey's more than a crude summary of ldeas put out by the free-market Institute for Economic Affairs, probably improperly distilled from California. For instance: A voucher system whereby parents would have an even greater choice of schools for their children and whereby standards might be rulsed through more competition is one possibility."

How would such a voucber system work? At its purest, the system work? At its purest, the parents would all want to send their children to the best schools, which would be physically impossible. It is a fiction to imagine there is that degree of choice. The Tories have not faced up to the fact The Torles have gone a bit due to be an argument identified with Mr Geoffrey Rippon, the former Cabinet Minister, which might in shorthand be called the sewers argument. Where It lacked conviction was that nobody seemed to have dooe the bomework to show that the something that can be bought. Sir Keith Joseph, in the days

It sounded like an argument when he was given to for public investment for its philosophical speeches, used to argue that it was essential to create a common ground between the political parties in which they might dispute the details and the methods, but not the fundamentals. It is what the Austrians and the West Germans mean when they talk about the need for consent or social conseosus. Mr Denis Healey sometimes talks the same way.

What has happened in British politics is that the Conservatives and the Social Democrats (not forgetting their Liberal partners in the Alliaoce) are on the way to establishing a common ground. No one is quite sure where to go from there. That is why the Alliance still has an enormous opportunity to defice its ideas before the election, and why the Tories should not rest on their laurels. We are in uncharted territory. While It may be some consola-

tion to find that the Europeans have caught up with our miseries, that is not a remedy company can still achieve only it ransport system the Government wants.

Britain.

The other Conservative lacuna with no prospect of alleviation, is still pretty acute. Lombard

St Michael and the pension funds

By John Plender

shareholders were under heavy attack from both Whitehall and the Bank of England for failing to ginger up British industry. The voting power attached to the institutions' equity stake in the corporate sector should, so the argument ran, be more widely used to prod inefficient companies into a better performance since the institution's shareholdings were too big to permit them to sell out.

No matter that few fund managers had much direct executive experience in industry to equip them for the task. They had significant holdings in such nad significant notatings in such companies as British Leyland and Affred Herbert when the rot set in. Let them recognise, said the critics, that ownership entails responsibility and that the time has come to get stuck in.

Today scarcely e month goes by without the institutions taking issue with one company or another. The pension funds, whose British equity boldings are probably valued at £30bn or so, appear particularly anxious to stir things up. The question is, to what end?

Consider the nature of some recent causes celebres. Probably the fiercest of the battles fought by the pension funds concerned Allied Brewerles' £64m bid for food group J. Lyons. Here the institutions, led by Mr Hugh Jenkius of the National Coal Board pension fund, objected to the brewer changing the nature of its business, even though it was not in breach of either the law or the Stock Exchange rule book.

Colourful

Less portentous, but more colourful was the Post Office pension fund's attempt in the courts to prevent Associated Communications Corporation, then run hy Lord Grade, from giving a £650,000 golden handshake and other perks to out going managing director Mr And what, apart from the Jack Gill. Similar concern led public relations effect, does to a house purchase deal for their activity achieve? As being scrapped.

More recently the pension

TEN YEARS ago institutional involvement in Mercantile House's takeover of the American brockerage house Oppenheimer; they are worried that Globe's commitment to Mercantile after the deal will be large in relation to its portfolio. Then there has been the case of the West Midlands County Council pension fund which raised questions about BAT Industries cigarette sales in the Third World. And finally, last week, we bave seen the chief executive of the Post Office pension fund criticise. Marks and Spencer, no less, for failing to disclose that seven directors bad leased houses from the company hefore they were legally obliged to do so by the 1981 Companies Act.

What these examples of penslon fund glugering have in common is that they were concerned only tangentially with extracting a hetter performance from British Industry. Instead the aim was to ensure that managers played by the rules and that companies conformed with the institutions' own ports folio requirements.

reason for apparently narrow preoccupa-tion may simply he that more direct efforts to press management into greater efficiency have escaped attention: much institutional activity goes on behind closed doors. Another possible explanation, bowever, is that it is much easier for fund managers to take manage-ment to task on etbical or narrowly financial issues than on the more tricky subject of how to run the business.

No doubt the stand on perks is entirely justified now that the top rate of income tax is down from 83 per cent to 60 per cent. But all this high morality comes a little oddly from the pension fund managers, who are among the least regulated of creatures. They are not exposed in the same legal constraints or out side scrutiny as industrialists, Nor indeed to gingering.

the chairman of Burton Group Marks and Spencer director Mr Alhert Frost said, in effect, last week: if the institutions object, funds, the Coal Board fund let them sack us—a rhetorical again prominent among them, challenge that admirably have expressed doubts over describes the limits of pension Globe . Investment . Trust's fund power.

Letters to the Editor

True measurement of profits

ticularly good view of the empty ing. historic outlook of Aslef. It is ment of distributable profits. in avoid a similar standstill in andustry that many of us appreciation of distributable profits is essential in keep inporting distributable profits which takes account of inflation.

SSAP-16 may not be the answer.

Tom Neville. but machinery has been established to try to find a practical. not reactionary, solution acceptable to both producers and Monthering Working Party. users of accounts. Further time is required to finalise this oro- Millbank Touch, cess. What does seem incredible Millbank, SW1.

Sir.—From the top of the with the need, should appose Tower in Millbank I have a par- some positive, forward think-Indeed your leader and lines from Victoria and Water, the letter from Mr Richard Inn. ground to a half, as Lex Allen highlight the purpose of suggests today, by the blinkered, it all, which is the measure-

A more realistic lung-term

Tom Neville. Finance Director, Vickers. Chairman of the CCA Univers House.

May we beg to differ

on. Brendan Bracken must be

Secondin we have nover received. Burge's Hill, Saucex

Sir,-It is with regret that we simple reason that we have We are happy to have the

support of our fellow accountburden of actually having to produce the meaningless figures required under SSAP 16 which Lex and others write on. At the time of writing this letter, despite the hostility of the enare accountancy establishment we are actually leading in the poll. Whatever the final result of the voting it is now clear that we have won our case and that SSAP 16 must be withdrawn be fore the end of the year. Martin Haslam, David Keymer

476. Ci urch Road.

are paying a higher rate of the than they would if the alleviathan they would if the illeviations were not aromed. The
full evient of the alleviations
can be seen when one notes
that without them the or of the
borrowing would be care and
country to could be care and
frynessed on a property breather the
tax spring emounts to 1999 and
the first case and cases in the

Andrew R. B. Fertuson 11. Harcourt Class. Herbyway Theorem, Organ. Public sector

wage bargaining From the December Spingers's

institute of Directors

Sit.—With the country again planted into a damount rail dispute, it becomes even more vital that the Gasernment should make a start on tucking the question of montooling power of trade unlong in the poblic attlities, public services.

and state industries.

It is my police that neither the Prior Employment Act in 1980 not the current Table reaction. Moreover, the U.S. is in moothly instalments, with a simpleyment Bill eggs to fitting sector, but at least (and at last) attempting 10 per cent inflation rate, then nation to deal with the situation like sector employed in act in amordance with its the net cost over a 20-year we facet a public sector in Walter Colormith. laws, which is an improvement period, adding in the cost of which employees, members of 115 Pall Mall, SWI

system of processive alleges out a method of ensuring that those employed in all punits sive taxation. It can also be seen as a subside from people for improved may and condition are naturally abbitions, who performance of the enstnesses in which they are employed.

the first case and c2558 in to much be to encourage no-strike fatter. employees, in exchange for the ustablishment of a satisfactory to-thod of setting wage levels. The distent simple take into product market factors, and could involve a form of binding armiration, atodelled per-haps on the pendolum system. in which an arbitrator can recommend only the claim or the award affered-and nothing im between. Such a system encourages a realistic approach to 509 sargaining on the part both of the employer and the em-3:0-cg.

> trealism back into the system of sector employees as well.

ONE SET OF FIGURES EVERY PENSION FUN SHOULD KNOWABOUT

It's the telephone number of Barclays Investment Management Limited, a wholly-owned subsidiary of Barclays Bank Trust Company.

We specialise in providing full investment management services to institutional and corporate clients and we are one of the leading investment houses in Britain. Funds under management exceed £2,000 million of which £1,400 million consists of the investment portfolios we manage on behalf of company pension funds.

As you would expect from the size of these figures and from our Barclays Group pedigree, Barclays Investment Management Limited possesses the skills and resources needed to manage your company's pension fund-and to do it very well-whether yours is still a medium-sized company or a multi-national corporation.

If you would like to know more, the man to talk to is Bill Hilling, Director and Investment Manager, Barclays Investment Management Limited, Juxon House, 93 St. Paul's Churchyard, London EC4M 8EH.

Ask him about the kind of performance his fund managers have achieved over the past five years, the quality and extent of the service pension fund clients can expect to receive and the comprehensive administrative back-up that can be included in the package if required.

We think you'll be impressed with his answers.

BARCLAYS

this The President of Argen-As the islands were dis-covered to Captain Scholdus de Weerdt, sailing in the service of

Falklands in the

Court of Justice

From Mr H. A Rhee.

Justice?

the Netherlands, does it not seem particularly appropriate tionist devices, that the dispute should now by Martin Wolf. sotiled once and for all by the international Court of Justice at H A Rhee.

12. rue du Videllet, CH-1262 Genere.

Exporting unemployment

From The Director of Studies, Trade Policy Research Centre Sir.-In a speech in New York on June 28. Mr Rees took the U.S. to task for "exporting unemployment," when commonling on the Commerce Department's findings on European steel subsidies. Reasonshie men can differ about those findings nut Mr Rees' selfrighteous tone goes far beyond what is pleasing. Thus, any disinterested observer must ing them ef. Assume first that recognise that the subsidies a 30 per cent taxpayer takes afforded to European steel a £25,000 mortgage and pays industries were courting this 13 per cent per annum interest reaction. Moreover, the U.S. is in moothly instalments, with a

over the negotiated "deals" conerally seem Finally, and most important, a country that is a party to the Common Agricultural Policy, the European Community's policy on the Multi-Fibre Arrangement and a number of sectoral import restraint agrangements (including thuse on sieel) cannot legitimately complain about expert of uncomployment. Just ask the rest-Finally, and most important, a Sir,-New that shorting and bombing on and around the "Falklands" Islands has ceased is there any reason why the Asspute should not be seitled by the International Court of it appeared, earlier, that the employment. Just ask the resi-Government of the United King-dom was never opposed to dents of Hong Kong or Sri Lanka what they feel. Policy makers on this side of the Atlantic need to remember that there is no provision in the GATT for anywhere else; that the European Community has a monopoly right to exploit protec-

1. Gonah Square. Fleet Street, EC4.

Mortgages and subsidies

From Mr Audient Pregnana, Sir.—While there is some substance in Mr Brace's letter (June 29), the weakness lies in his assumption that the lender and the borrower are the same, or similar, people. As separate individuals it is right that the lenders should have tax levied no their investments. Now let us look at the borrowers as a separate group. The situatinn is, as usual, confused by inflation. However, we can strip that mask away by dealing with the value of pnunds of the start of the period, designat-

From the Finance Director, is that many of those with From Mr Martin Hoslam on any implicit harpain for the

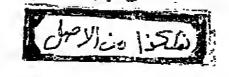
note that your newspaper edi-torials and some of your leading. We are happy to ha articles are becoming more and more wishy-washy daily. This was particularly noticeable during the Falklands crisis when many of your readers must have wondered whose side you were

turning to his grave.
We have read the comments about CCA in Wednesday's editorial and two points must be made. Firstly, we are only too well aware of the effects of inflation and have ourselves called for voluntary supplementary information to be produced in the accounts of public communities to show the adects of indation on shareholders' funds.

Roymer Hadam,

European Community finally paying off the most case monopoly closed shop trade thy seem to prefer, is e230,241—e23,710=,220,557; unions, who operate essentially, and most important, a thus the associated part of the services—or services as near

The apportant thing now is to let the debate going and to compare the task of bringing pay percenting not only in the gravate sector, but among pub-



Imps rises 122% despite £10m 'transfer'

A 122 PER CENT increase from should therefore be apprecially tax, which rose from £4m to £29.7m to £65.8m in pre-tax better than in 1981's £106m £13.3m, and after minorities of profits is reported by Imperial (£126.9m). £29.7m to £65.8m in pre-tax profits is reported by Imperial Group for the half-year to April 30 1982, and this is despite deducting £10m from the tobacco division's surplus. Howaver, group figures are still well below those for 1979-80.

In the tobacco division, profits were £43.6m against £25.4m after the £10m deduction, which was the profits on sales infialed by exceptional trade activity before and after the Budgat.

The directors say these sales would normally have been made in the second half of 1982 and by transferring the related profit of £10m, a fairer view will be obtained of the profit pattern over the two halves of 1982. Such abnormal circumstances were not present at April 30 1981 and in consequence, no adjustment to the figures for that batf-year has

Mr Geoffray Kaot, the chairman, says that at this stage, and subject to no unforeseen circumstances, he estimatas that the group profit hefore tax in the second half will be similar to the good figure achieved in the com-Parable perind last year. The results for the year as a whole

Goal Petroleum, the exploration

further onshore and offshore sites

ing director, said resterday that the proceeds of the rights would

he used to finance future explora-

tion activities. Specifically, the company is looking toward the up-coming 5th round of licensing

bank, owns 30.2 per cent of Goal, whila Yule Catto, the diversified

UK group, owns 20.1 per ceol. Both companies have agreed to

take up their full entitlements

and have jointly underwritten the halance of the shares.

In supporting documents issued yesterday by Goal was a new assessment of reserves for

the Buchan Field, signed by Gaffney, Cline, the petroleum

5m barrels higher than a previous assessment by BP. Tha

Morgan Grenfell, the merchant

agreements,

field.

Mr David Boyd, Goal's manag-

has interests in tobacco, paper, credits), there was an board and plastics, food, brewing attributable loss of £14.2m and leisure, rose 15 per canl from against a profit of £27.4m. £2.12hn to £2.44bn. Tohacco contributed £1.23bn compared with large figura for extraordinary

fig. 4m, brewing and leisure was higher at £28.1m (£24.4m), hut Howard Johnson incurred losses of £500,000 against profits of the employees in many parts of £24.4m.

Share of assections and the hard work of the group. board and plastics returned to profit with £100,000 (£200,000

Share of associates' profits was down from £1.6m to £700,000, and target. interest net of investment is come was £22,6m (£25,4m).

There was a big increase in programme, he adds. In recent on the other band, most of the

Goal Petroleum raising £5.5m

The documents, however, do

In the Buchan Field in the North
Sea, where production commenced last year. It bas other interests in the North Sea, plus further onshore and offshore after the North Sea, plus as well as interests both on and further onshore and offshore after the North Sea, plus as well as interests both on and further onshore and offshore after the North Sea, plus as well as interests both on and further onshore and offshore after the North Sea, plus as well as interests both on and further onshore and offshore after the North Sea, plus as well as interests both on and further onshore and offshore after the North Sea, plus as well as interests both on and further onshore and offshore after the North Sea, plus the North Sea, plus as well as interests both on and further onshore and offshore after the North Sea, plus to the North S

as well as interests both on and offshore the UK. The company's

profit and loss accounts show pre-lax profits of the year ended

last December of £905,000 on turoovar of £2.8m. No forecast

for this year Is givan.

The company does not expect to pay a dividend this year but hopes to recommend a "modest" payment in 1983 provided the Buchan Field sustains production at the rates currently fore-

tion at the rates currently fore-cast by BP and the sterling price

of oll does not fall "sub-stantially" below currect levels.

Goal's shares are expected to begin trading under its full stock exchange listing next

Monday.
Stockbrokers to the issue are

The company is hoping that its new. Improved assessment of Buchan's potential will swiftty

consultants forecast that some separate shareholders from their tinue to offer to the losuring 112m barrels could be the lotal money. But Buchan is a field public the total range of insuramount recoverable from the full of challenges. Its reservoir ance broking and consultancy

Laing & Cruickshank

comment

consultants.

The assessment shows proven resarves of 55.5m, whitch is some 5m barrels higher than the company is honorage.

not provide estimated cash flow bow to tickle the oil out of the for the reserves, or estimated bricks. Goal's proved reserve dallar-sterling exchange rates. When asked about the company's expected to flow from between

and plans full SE listing

nr a two-for-saven rights issue of dillar-sterling exchange rates.
7.428,872 shares at 78p. At the When asked about the company's same time, it has announced plans to move from the USM to a full Stock Exchange listing.

The company has an interest of the reserves, or estimated and the reserves, or testimated as the company's exchange rates.

The company has an interest of the reserves, or estimated and the reserves, or estimated as the reserves.

Turnover of this group, which ordinary dehits of £66.6m (£1.8m

£1.06bn, food improved from itama is a reflection of the cos £564.5 to £629m. brewing and of restructuring the group, but lelsure was higher at £394.9m he says he does not foresee the (£344.3m), the American subsidiary, Howard Johnson was up
from £132.7m to £177m, but
paper, board and plastics fell figures, he says the improvement from £32m to £30m. Inter-group was encouraging, even altowing sales were £26m compared with for the unsatisfactory results last year, for it arose despite e further volume decline in the by 64 per cent from £53.5m to UK tobacco and beer sectors, and £87.7m, and apart from the the continuing recession in the £43.6m from tobacco, paper, U.S. which is stilt badly affecting the restaurant and lodging industries.

term recovery programme is on

the bricks. Even then, BP is refusing to fully comment on

lhis flow until it completes 18 months of testing later this year.

with a pre-tax profit plus interest-ing holdings elsewhere in the UK. Primary among thase is its bolding near the Balmoral field.

Goal remains a plunge, but not as cold as some. In the market

Restructuring

Bowring Martin, the Northern

Ireland insurance broker, has been restructured.

On July 1, the two subsidiary companies. Bowring Martin (Life and Pensions) and Bowring

Martin (Personal Insurances)

were merged into the parent company, operating respectively

as the life and pensions department, and personal division.

The Board feels that this step will help unify the purpose and thrust of the company, enabling

it more cost effectively to con-

the shares fell 6p to 87p.

at Bowring

Martin

ISSUE NEWS

HIGHLIGHTS

Lex loday takas note of the Bank of England's further reduction in bill horrowings rates, this time in the supposedly sensitive very short dated "Band one." The column then goes on to look at the currency markets with special reference to the cost of money in New York. It also examines Imperial Group which reports a jump in pre-tax profits from £30m to £66m for the six months to the end of April. Many problem areas remain within this company and its outlook is not more than fair.

of interests which have impeded not only the financial performance, but also its strategic development, notably pouttry and eggs in the UK, and pouttry in the U.S. The former has been completed and negotiations for the latter are proceeding.

Commenting on the tobacco division, be says the effect of recent Budgets, together with the distorted demand, as mentioned earlier, is expected to lead to a much reduced level of sales of tobacco products in the second

months it had acted to divest trading activity of the Howard of interests which have impeded Johnson division falls in the

Ocean

slightly

higher

the previous 11 months. final dividend is raised

At the interim stage, when profits fell from £2.32m to £1.88m, the directors said there

John J. Lees

profits slip to

£84.fi60, despite an advance in

sales from £1.89m to £2.12m. At

2.6p net. Earnings per 10p share are stated at 7.56p 111.8p). Tax took £9,035 (credit £23,868).

Lees, a confectionery manu-facturer, subscribed on May 12

for 25,500 ordinary £1 shares (S1 per cent) at par in a newly

formed company, Heather Cameron Foods, which will make meringues and other

£84.660

deteriorate.

bakery products.

John Booth

incurs losses

of £321,000

LOSSES OF £321,000 against pre-tax profits of £95,000 were

incurred by John Booth & Sons (Bolton) for the year to March

£243,000 (£46,000 charge), leaving an attributable loss of £78,000 (£27,000 profit) after extraordinary debits of £11,000 (£19,000), but including minoristics.

Losses per 25p stock unit ware 7.74p against aarnings of 5.23p. On a CCA basis, the pretax loss was £411,000 (£14,000 press)

summer months.

The interim dividend is unthe interim divident is un-changed at 2.75p and will absorb £19.8m (£19.7m). Earnings per share rosa from 4.1p to 9.1p be-fore tax, and from 3.6p to 7.3p after. On a CCA basis, pre-tax profits rose from £17m to £38m. On May 18 1982 Imperial compleled the sale of the whole of its UK broiler, egg, animal feed and meat trading businesses to Hillsdown Holdings for £48.5m. The external borrowings of these businesses, amounting to £5.3m at October 31 1981, were also taken over by Hillsdown.

USM placing for **Bio-Isolates**

BY CARLA RAPOPORT

A WELSH techniqua for producing protein from the waste of cheesemaking is behind the latest entrant to the USM.

Blo-Isolates, a newly-formed Swansea-based company, is coming to the Unlisted Securities Market via an offer for subscription of 3,169,200 shares at 33p. The offar, representing 41.2 per cent of the shares, capitalises the company at £2.54m.

In the last 10 years, the directors of the company bave developed and patented a process for the isolation of pure protein from cheese whey, the stream of liquid waste which results from cheesamaking,

This protein, which the company markets as "Biopro," can ba used as a food supplement which it suitable for both domestic use and in food manufac-turing, such as baking, cereal and other food industries.

The company will use the proceeds of its offer to expand its present output of Blopro by more than 30 per cant. This will increase testing possibilities, allow for improvements to production and widen the company's potential customer hase. Bio-Isolales plans to undertake joint vantures with some custo-mers and sell its technology 10

The five directors of the company will own a total of 39.8 per cent of the sbares following the company owns a further 7.96 per

London Venture Capital Market, which bas arranged and underwritten tha offer, has an option to purchase 9 per cent of the shares in the next year. Stockbrokers to the company are Statham Duff Stoop.

comment.

Blo-Isolates arrived as a refreshing surprise yesterday in what was otherwise a rather dull day. The company comes to the USM under the classification of a pure technology company which having researched its produce is now preparin gto move into the commercial world. This accounts for the lack of a profits history and forecasts. Provided this little Welsh concern does have its technique to itself. have its technique to itself, it has tremendous possibilitias for growth. Other supplemental protein sources, like egg and soyabeans, bave to he laid or grown, while Blopro comes from what is essentially garbage. The company is already in talks with Nestles, Unilever, for the end-product and the big cheeses like Kraft for the input. Stepping from the lab into the bright lighls can be hilnding—if Bio-Isolates gats its marketing Isolates gats its marketing strategy right, it well could be a sabre to own.

MERCANTILE CREDIT

Mercantile Credit has acquired Trailerent, a laading company in the commercial rental and con-tract hire field. It will continue to operate as a separate entity within the Mercantile group.

PRE-TAX PROFITS fall back

Caledonian Assd. setback reported a fall in profitability for all divisions except property

markedly for Caledonian Associated Cinemas in the year to March 27, 1982, from £305,000 to £215,000. The figures reflect a particularly sharp downlurn in second half profits, from £384,000 to £20,000. Turnover for the year was ahead at £10.78m compared with £9.91m. This was partly attributed to general trading conditions and the prevailing economic climate. However, it was felt that the market conditions and the timing of major refurbishment works could mean that the interim decline was not indicative of profits to be earned for the year as a whole. At midway the company—whose main activities include the operation of cinemas and bingo halls, financing and investment dealing, letting of properties and retailing—

A final of 7p is paid, maintaining the payout at 9p for the year. Losses per 25p shara are atated at 6p (profits 81p).

Attributable losses on a CCA basis are put at £161,000 (profits £92,000).

Courts finishes Wilsons ahead at £4.6m

fits of £2.95m, compared with £2.73m, hrought the total for the PRE-TAX PROFITS at Ocean Wilsons (Holdings), investment Courts (Furolshers) to £4.6m, as against £3.76m. Turnover for for the 12 months advanced from £59.25m to £68.23m, including 115. 174m. holding company, improved hy £210,000 to £3.52m, in 1981 ovar 1.85p to 2.2p for a total of 2.95p net against 2.8p. ing UK VAT.

With stated earnings per 25p share of this house furniture retailer hardly changed at 13.8p (13.7p), the final dividend is being maintained at 1.95p nel, making a same again total of Looking to the current year

21.88m, the directors said there was some indication that an improvement in cruzeiro earnings by subsidiaries was being maintained. But they said profit should not be less than in the previous year, subject to the usual caveat concerning exthe directors say that turnover overseas is well ahaad. In the UK, trading conditions continue to be difficult, but signs of a slight improvement have become apparent in recent weeks. change rates.
Also at the interim stage, the directors said results of associ-ated companies continued to dis-

The increased pre-tax profits were achieved, although the UK results were adversely effected in tha last quarter by bad weather conditions at the beginning of the Important Tanuary appoint and taken at the time would not become effective till later this year.
Turnover for the full year was £46.79m against £39.19m for the previous 11 months. UK tax was down from £329,000 to £178,000, and overseas tax was unchanged at £1.65m, but there was a prior period's credit of £20,000 (nil). ning of the Important January sale period they say. As predicted at the half year stage, property disposal profits were also much lower than during the previous 12 months.

during the previous 12 months.
Deduction from profits in respect
of deferred profit was less,
primarily as a result of n greater
percentage of cash business
being transacted in the UK and
a growing proportion of credit
trade being carried out through
the company's in-house credit
card as opposed to hire purchase.
Deferred profit overseas however Stated earnings per 20p share improved from S.02p to 6.46p. Deferred profit overseas however continued to grow, the directors PRE-TAX PROFITS alipped back

at John J. Lees in the year to March 31, 1982, from £94,112 to During tha year, new stores were added at Hitchin and Southampton and overseas in Fiji, Hong Kong, Jamaica and St Lucia where the company is trading for the first time. In midway the company bad warned that there was no real prospect of improving profil-ability for the year, but was hopeful that results would not However, a final dividend of 1.9p holds the total payout at

the current year, further new stores are being opened in Flji. Hong Kong, Jamaica and Slngapore as well as in the UK.

SECOND-HALF TAXABLE pro 27.53m (£6.99m) including the property disposal profits 1292,000 (£1.26m). Taxa year to March 31, 1982, at profits were struck after interest and depreclation amounting to and depreciation amounting to £2.64m (£2.35m), while tax took £1,39m (nil) and minority debits came to £285.000 (£196,000), leaving profits available for distribution of £2.92m (£2.95m). Dividends absorb £813,000 [£812,000] including a payout of £24,000 (same) to preference shareholders. after which shareholders, after which retained prints emerged at £2.11m (£2.14m).

• comment

Courts has been shielded from the cold winds blowing through Britain's furnishings industry by its umbreila of overseas profits. A strong performance in the Caribbean, Fiji and Australia provided the 25 per cent increase in trading profits. The brightest market has been Jamaica where the company plans to double its outlets this year. The island's middle class is Courts' ideal customer.
Some 85 per cent of furnish

ings are purchased on hire purchase which boosts the retailer's profits, and Court's shightly old fashloned image also appeals. The Australian result appeals. The Australian result was an indication of the com-pany's strong position in the Queensland market but intense competition and the downturn in the economy could lead to future problems. However, it is the UK, that Courts faces its greatest problems. Depressed prices from its suppliers have enabled Courts to maintain margins, but this is seen as a temporary phenomenon. Its mainly phenomenou. Its mainly Southern English customers pay increasingly with casb. reducing profits on transactions, Con-sequently, Courts' atrategy is to build up its overseas business and has run up its borrowings to financa the excreise. The shares rose 11p to close at 78p Trading profits were ahead at and yield 6.9 per cent.

DIVIDENDS ANNOUNCED Date Corre- Total Total

	Current payment	of payment	sponding div:	for.	last year
Anglo-Amer Secsint	1.5	Aug 2S	1,5		5.1
Astra Industrial	0.41	Sept 17	0.75 ``	0.537	1.55
John Booth	nil	_	· 1	nil	-
British Bullding	0.5	_	1 .	1	2
Caledonian Assoc			7	9	9
Courts (Furnishers)		-	1.95	3,7	3.7
Gen Funds Invin		Sept 15	2.5		8
Imperial Groupin		Nov 2	2.75		7:25
James Latham			4.65	8 .	8
John J. Lees		Aug 21	1.9	2.6	2.6
Ocean Wilsons		Aug 11	1.85	2.95	2.6
Sogomana		Aug 26	7.	10	351
	-				

Dividends shown pence per share net except where otherwise staled. *Equivalent after allowing for scrip issue. † On capital increased by rights ::and/or acquisition issues. ‡ USM Stock. § Including special 0.5p payment. ¶ For 11 months to December 31, 1980.

DDEMNIED - I -DUCIALIACU h'I'C"

Highlights from the circulated statement of the Chairman, Mr. J. T. Bremner, for the year ended 31st January, 1982:

* I regret to raport that in the light of the difficulties experienced by the retail trade during the current deep recession there has bean a fall in profits before taxation. For the year undar review the profits inclusive of interest receivable amounted to £245,960. * As we are situated in Glasgow and our customer

source covers West Cantral Scotland which is a heavily industrialised erea we have been particularly affected by the sharp increase in unemployment over the period. The effect of this on consumer spending together with the inexorable rise in local authority and public sector costs largely account for the disappointing results. * The recession is continuing to make trading

conditions difficult which means that sales remain sluggish while consumer confidence is undermined by the continuing high level of unamployment. Government policies have a major effect on these elements in the economy and any significant upturn in demand will be dependent on these. We are determined to be in a position to take full advantage of such improvement when the economic climate improves.

Goal Petroleum plc

SHARE CAPITAL

Authorised 2,000,000

2,000,000

Ordinary shares of 5p each, fully paid Ordinary shares of 5p each, allotted nil paid

1,300,000 371,429 1,671,429

Issued

or to be

issued

Application has been made to the Council of The Stock Exchange for the whole of the ordinary share capital of the Company to be admitted to the Official List, including the new Ordinary shares to be issued pursuant to the rights issue announced on 8th July, 1982. Particulars of the Company are available in the statistical services of Extel Statistical Services Limited, and copies of such particulars may be obtained during usual business hours on any weekday (Saturdays excepted) up to and including 30th July, 1982 from:

> Morgan Grenfell & Co. Limited. 23 Great Winchester Street, London, EC2P 2AX

Laing & Cruickshank, The Stock Exchange, London, EC2N 1HA

rock has been compared to a pile services. Good progress in demanding circumstances

Points from the annual statement by Mr Neil Clarke, Chief Executive, 35for the year to 31 March 1982.

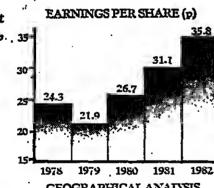
 Earnings for the year, before tax and extraordinary items, were £59.2 million, against £52.8 million the previous year. Earnings after taxation and minority interests were £37.6 million, an increase of £5.0 million on 1981.

 A final dividend of 7.25p is recommended to give a total dividend of 11 p per share. The dividend is 3.3 times covered by reported earnings for the year and 18 times covered by current cost earnings.

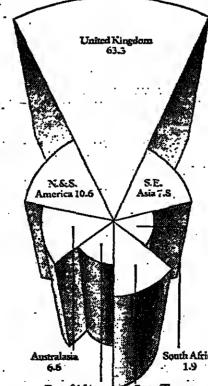
•Although the economic recession in the United Kingdom continued through the year, affecting the profits of some of the industrial companies, this was outweighed by record profits from Beralt Tin and Wolfram, and from Pandrol International, and by an increase in investment income.

 Charter made an offer to the shareholders of Anderson Strathclyde, in which we have held an interest of 28.4 per cent for two years, to acquire the balance of the company. Anderson is the major producer of coal cutting equipment in the United Kingdom. This offer has been referred to the Monopolies and Mergers Commission and thus for the moment it lapses. It is our belief that the offer would be positively beneficial to

CHARTER



GEOGRAPHICAL ANALYSIS OFTOTAL ASSETS (%)



the economy and should enable this important company to achieve a stronger position in the supply of coal mining equipment, particularly in overseas markets. We have therefore decided to proceed with our case before the commission.

•Ît is our intention to continue the policy of enlarging our active interests in industry and mining with the objective of building operating units which have a substantial share in their domestic market and can compete effectively in world markets.

 In very demanding circumstances I believe that we made good progress in achieving a better balance between our mining and industrial operations and between our United Kingdom and overseas income. This, together with our strong financial resources, should enable Charter to withstand the effects of the recession.

•We believe that the development programme we have planned carefully and are implementing is soundly based and will bring its rewards particularly when stronger economic conditions return.

Charter Consolidated P.L.C. For the Chief Executive's full statement together with the annual report and

counts, send this coupon to The Company Secretary, 40 Holborn Viaduct, London ECIP 1AI.

-2 -9 -2 +1 -1 +0.5 Gel, Praciedos
Hidrole
Ibarduero +0,5 +0,2 -0,5 The Lombard 14 Days Notice Deposit Rate

SPAIN

Oregedoe Eapanola Zinc

THE TRING HALL USM INDEX 127.9 (+1.2) Close of business 8/7/82 Tel: 01-638 1591 BASE DATE 10/11/80 100

LADBROKE INDEX Close 548-553 (-3)

Mixed new business for L & G

A MIXED pattern of new life and pensions business on world-wide eperations in the first helf of the year is reperted by the and General Group—the second largest life group in the

New annual premiums everall barely moved ahead from £48.9m ie £49m. but single premiums improved by one gearter from £24.3m to £30.2m. ceme from £1.67m to £3.28m.

The group experienced good growth in its new life business where new annual premiums werldwide rose by more than 20 per cent from £18.4m to £22.3m

2.31p to 1.06p.

The contribution from the

Individual life and pensions business was buoyant in the UK, where annual premiums rose 12 per cent from £16.7m to £18.7m. New traditional life business improved from £12.2m te £12.6m and self-employed pensions from 12m to 123m. But the growth ceme from unit-linked self-

Single premium business in the UK showed a 20 per cent rise from £14.8m to £17.8m, although unit-linked life business dropped per cent from £18.4m to £22.3m from £8.23m te £6.15m. United self-employed pensions of the difficulties caused by the £18.1m.

which like a self-employed pensions of the difficulties caused by the £18.1m.

Astra shows sharp fall to £0.32m

the Aston Hippodrome site bas

business was somewhat dull in the period. The company, the largest pensions concern in the UK, saw new annual premiums drop nearly 20 par cent from \$28.1m to £23.2m, although single premiums rosa from £8.6m to

Insured pensions business saw

decline in annual premium from £21.9m to £18m but a steady rise in single premiums from £4.03m to £5.03m. The managed fund had a drop in both annual and single premium business. Mr Ren Pest, chief executive

Dividends absorbed £173,000 (£324,000), leaving the retained

surplus down from £905,000 to £138,000.

CCA attribotable profit came through at £62,000 (£819,000).

Astra's failure to meet its interim forecast of a similar outcome for

the year arose from a four-month legal and documentation delay

to the takeover of Speedwell Engineering, into which the assets of Speedwell Gear Case Co had been hived. The £150,000 cash deal, which was in effect to

ecquire an order book in the same line of business as Astra's,

has been completed enabling the division to considerably increase

profitability. Though the com-pany has kept to its August one-for-one rights forecast "at least

to maintain an equivalent total dividend" only the aberp deterioration in the share price from a 1982 bigh of 134p bas kept the yield ahead of the president level.

rights level. Not much consolation for holders who stumped np 10p for the new sbares end yesterday saw the price fall Ip

comment

in the mortgage market.

The drop in group pensions business reflected the lewer level of pay settlements in the past year and a marked falling eff in oew entrants to schemes. Business in Australia produced

good results with new annual premiums advancing from £2.4m to £4.3m and single premium business showing strong growth New annual premium on life business doubled from £700,000 to £1.4m and rose by 80 per cent from £1.6m to £2.9m on pensions business. Single premium pensions business amounted to £2m compared with £80,000.

British Building

dividend halved

British Building and Engineer

log Appliances reports e sub-stantial fall in pre-tax profits for

the year to March 31 1982, from

£204,914 to £52,273 on sales up

At midway, with pre-tax profits

down from £148,000 to £57,000

the company said that the poor

results were largely one to

current economic conditions

which continued to depress turn-

over and margins. The company

manufactures and supplies non-

mechanical building equipment

A final dividend of 0.5p is

paid, making a total of 1p-half last year's figure. Earnings per 25p share we stated et 8.6p (10.1p). There was a tax credit for the year of £51,241 (debit (£82,864).

slightly from £2.6m to £2.65m.

profits down:

waits for UK upturn

600 Group

SER JACK WELLINGS, chairman of the 800 Group, says in his anneal statement that the company is still awaiting some firm evidence that the UK is pulling out of the recession.

He expects the group to maintain a substantial volume of overseas business bot, without a sound base of beme sales, it cannot reech an scceptable level of

The directors are optimistic for the future and, as soon as there is an improvement in the UK economic climate, "we are confident of a return ta profits which more truly reflect the potential of the group."

Pre-tax profits for the year to March 31 feU from £4.76m to £4.46m, with e sharply reduced contribution from the machine fools side, as reported on June 11. The dividend total is held at 5.25p with an unchanged final of 2.91p.

Shareholders' funds totalled £88.02m (£69.28m) at the year-end. Net current assets were down from £54.34m to £47.76m. including cash of £3.22m (£5.17m) and short-term borrowings of £10.94m (£10.27m).

. There was a net inflow of funds of £795,000 in the year, compared with an ontflow of £6.03m last

Meeting: Grosvenor House, W., July 28, 11.30 am.

Neil & Spencer losses reduced

ordinary items came through at

The directors say the reduced

As in previous years, the first

compared

Spencer Holdings were reduced from last time's £916,000 to £606,000 et the pre-tax level and 58,000 (nil). Extraordinary debits last time took £11,000.
The less after tax and extrathe group is expecting to make further progress in the eecond £598,000. six months through benefits from the Internetional Exhibi-£905,000, equal te 2 loss per 10p share of 5.9p (9p). Turnover rose from £11.71m to £13.75m. tion of Laundry and Dry Cleaning which teok place in

early June. losses reflect some beeefit ef The interim deficit, covering the reorganisatiee which took the six menths te May 31, was plece during 1981. after taking account of higher interest charges of £553,000, against £465,000 and exceptional quarter produced a poor result but the second quarter saw the costs of £18,000 (£79,000). group's laundry and drycleaning

Turnover of the group, e manu-

Horsell bas made a geod start

It is pointed out that invest-ment in sophisticated equipment at Horsell Graphic Industries, to prodoce high quality printing plates, has paid off and that the group has continued to increase its market share world-wide

despite depressed market condi-

on the installation of a further continuous process manufactur-ing line to boost production of printing plates and to improve

UKO INTERNATIONAL (opthalmic and catering equipment grood)—Results for year anded March 31, 1982, reported June 12, Fixed assets 19,51m (£10,04m), Net current assets £15,35m (£18,12m), Sharaholders' funds £17,15m (£17,85m), Loans £10,7m (£11,35m), Mealing, Winchester House, £C, July 30, noon.

equipment activities operate profitably — the group also mannfecturers air centrolled systems and specialist electrical

ما المنظم المنظم

The rights issue and the sale ef twe small subsidiaries during the first balf raised nearly film and the directers say the group is eperating well within its bank

facilities. However, they consider payment of an interim dividend would be insppropriets. Pre-tax losses for the 1980/81 year totalled fl.45m from sales

F. Horsell sharply ahead

SHARPLY HIGHER profits were returned by the Frank Horsell Group for the year to March 31 1982, the pre-tax figure emerging at £1.47m, compared with £358,000 previously.

facturer of lithographic printing products, was also well ahead, rising from £8.83m to £11.48m, with export and bome sales showing improvements of \$6 per cent and 26 per cent respectively.

Horsell has made a good start to the current year with both sales and volume results ahead of budget and "substantielly higher than anything achieved in comparable periods of previous years."

The directors, confident that

The directors, confident that this sales expansion and volume growth will be maintained, are stepping up the dividend for 1981-82 by 1p to 5.5p per sbare by final payment of 4p—earnings per 20p share were up from 11.1p to 23.5p.

Over 70 par cept of its output is experted and work bas begun profitability and competitiveness.

The company's shares are traded in the market made by M. J. H. Nightingale and Co.

Danae profits down slightly at year end

Pre-tax profits for Dana6 Investment Trust slipped slightly from £572,201 to £556,165 in the year to May 31 1982, on gross revenue of £708,000, up from £665,966. Dealiog subsidiaries centributed £1,957 (£12,216),

As enticipated midway, a second interim of 2.4p is paid in lieu of a final, making 4p for the year—unchanged from 1981. Minorities totalled £116.534 Minorities totalled £116,534 (£119,501) and tax took £173,424 (£172,411).

Effective from February 16 1982. Danae's capital was reduced by writing down capital shares from 10p to 2p and income shares from 50p to 2Sp. At year end, earnings per income sbare are put at 3.8p and net asset value per income share at 35.8p (42.88p).

Stead & Simpson expects progress in first half

THE DIRECTORS' hopes ex-pressed at midway that full year profits of Astra Industrial Group

Speedwell until May. This, with reorganisation and integration,

profits of Astra Industrial Group would not be far short of the previous period's bave not been realised. The taxable surplus fell sharply from £714,000 to Speedwell's order book bas £322,000 for the year to April returned the division to its 30, although the second half saw former profit levels, the directions from £159,000 to £214,000. On the property side, additional of 0.425n net (1.50) on the property side, additional of 0.425n net (1.50) on the property side, additional to the property side additional costs.

A final dividend of 0.4p gives a total of 0.525p net (1.5p) on dincreased capital. Last time's there will be an increase in payment included a special of reotal income in the current considered a subsidiary. Stated earnings per 10p share are down from the growth, and phase two of the contract of the c

The contribution from the been started. Lettings at Rochengineering and metal divisions dale are disappointing, as the fell by £107,000 to £216,000, group has had three vacant units during the year.

The leisure division's loss was incurred before the start of section of the property and the start of th

suffered e £363,000 setback to £249,000. The newly-formed was incurred before the start of activities, mainly salaries paid during preparation of premises.

The directors say it was thoughout the type of continued investment made throughout the recessions of loss in the currence of

ment made throughout the recession. The return should begin to show through in the current. Tax credits were dewn from £283,000 te £74.000. There wes debit of £85,000.

Harry Gee. the chairman of holders' finds tetelled £59.83m Stead and Simpson, says be hepes (£27.45m) and fixed assets came the group will show increased profits in the first half of the current yeer, although be adds that it will be difficult to improve upon last year's exceptionally good second half.

He reveals that after 10 weeks turnover in the footwear divisien was 20 per cent ahead and that fer moter trading was 25 per cent higher. On the footwest side the chairman says ... turnover/margin figures are difficult to predict, but it is unlikely that the turnover percentage increese will be maintained for the whole year.

The motor business is well set Pre-tax profits of So

to take advantage of any improve. Group, natural rubber, oil palms ment in the trade. During the 1981-82 year expenditure on the acquisition of new shops and modernisetion of existing branches cost the group £1.88m. This hed to be funded out of current reseurces and adversely affected profits for the year. Mr Gee says it is expected that the new branches will centribute a reasonable return in the current

As reperted on July 2, an improvement in the second helf enebled the group to increase its pre-tax profits from £2.13m to

F.110; F.117.50; F.110 F.112.50; F.115

F.280 F.285; F.255; F.256; F.567; F.567; F.567; F.567; F.100 F.110 F.110 F.120 F.120 F.120 F.130

F. 90 F. 100 F. 110 F. 120 F. 130 F. 130 F. 15 F

120

A- Asked

1034 NL 80 85-96

G F.102.50 10 NL 82 86-89

(£27.45m) and like to f55.24m (£23.19m). The accounts show that John Blundell, e wholly ewned sub-sidiary of the UDS Group, helds 28.92 per cent of the erdinary

sbares.
Meeting In Leicester,
August 3, at noon.

Sogomana pays special 25p

Pre-tax profits of Sogomana £705,392 te £728,417 for 1981. including other income of £278,796, against £287,373. There is an unchanged final dividend of 7p and e special distribution of 25p, which boosts the total payout from 10p te 35p. Earnings per 10p shere are shewn as 2.29p en net basis and as 13.84p (13.63p) en a nil-

distribution basis.
The ACT of £333,800 payable on the special dividend is cou-sidered irrecoverable and has been included in the tax charge £2.2m fer the 12 months te March et £657,007 (£280,743).

Symonda Engineering
Tex Abrasives

Vol. Last Stock

18

7.75.eo

F.46.80

F.57

4.20B F.88.

10 A F.86 3.70 1.70 2.30

- \$15m

P= Put

F.116.10

F.22.50

F.144.50

BOARD MEETINGS

EUROPEAN OPTIONS EXCHANGE

200 0.20 10 2.90 6 5.30

1,30 0.80 2,50

3 12 2,50 A

3 6,40 21 3,50 5 3,40

15!

5

63 8 10

48 -

\$: TOTAL VOLUME IN CONTRACTS 2456

15 4 --

On a CCA basis, a pre-tax loss of £135,000 (profit £116,000) was recorded. The engineering results an extreordinary debit of £85,000, yesterday saw the price fall proved very disappointing es it representing rights issue costs, te 9p—yielding 8.7 per cent. J. Latham finishes in

DESPITE A £35,000 advance in order to release and redeploy midway to £161,000 and expectatiens of some improvement in the full year results James Latham, timber merchant, swung from profit to loss for the 12 months to March 31 1982.

At the pre-tax level the loss emerged at £211,000, compared with a profit of £229,000, oe turnover down from £24,5m to

Mr Michael Latham, the chair-man, explains that falling com-modity prices and seasonal factors cancelled out the benefits of achieved overhead savings. He adds that there was also an unwelcome increase in interest rates last autumn.

Nonetheless, 2 fl.31m tax time left the group with an after tax surplus of £1.1m (£124,000) and the dividend is being maintained at 8p net by a same-again final of 4.85p—earnings per £1 share jumped sharply from L&p

to 40.4p.
Trading profits came through abead at £987,000 (£920,000) but from this depreciation took £247,000 (£249,000) and interest £779,000 (£457,000). There was also a provision of £178,000 for unrealised stock losses and a £105,000 less on activity now terminated and general redun-dancy payments. Land disposals added £111,000 (£15,000).

added fill.000 (fis.000).

Mr Latham says that after two
years and eight months of recessien it is difficult to forecast the Alliad Colloids ... July 20
Alliast London Progerties July 13
Chnelio-Tyler July 15
Daejan July 15
Hossiamers Estateo July 15
Howard and Wyndham July 14
Initial July 18
Investment Company July 16

the red but holds payout

As an example he points to the creation of strategically located timber centres together with a medest programme of industrial investment linked to the group's trade. The chairman says this will enable the group to eperate efficiently and profitably when the country emerges from the

Improvement by Equity Consort

Revenue of Equity Consort from £425,155 to £457,090, after tax np from £202,037 to £216,756 fer the year to April 30 1982. Gross carnings per £1 ordinary share rose from 13.35p te 14.06p. while those on the 50p deferred sheres pushed abead from

1471p to 16.11p. The dividend on the ordinary shares is raised from 9275p to 9.5375p, with a final payment of 6.3875p net, end that en the deferred is being lifted from 10.15p to 10.675p.

SKETCHLEY

OVER 88 per cent of the 3.38m ordinary shares in Sketchley-offered by way of rights have been taken up. Those shares not taken up have been sold and, an moment of upturn. Meanwhile, excess over the issue price of he reveals that the group's 36.0166p net will be distributed activities have been reassessed to original allottees.

> This advertisement is issued in compliance with the regulations of the Council of The Stock Exchange. It is not an invitation to the public to subscribe for or purchase any of the Loan Stock

THE CRONITE GROUP PLC [Incorporated in England under the Companies Act 1929—1:5. 259012]

Rights issue of £1,049,722 14 per cent. Convertible Unsecured Loan Stock 1992 at par.

Application has been made to the Council of The Stock Exchange for the £1,049,722 14 per cent. Convertible Unsecured Loan Stock 1992 of The Cronite Group PLC to be admitted to the Official List. Particulars relating to The Cronite Group PLC are contained in the cards circulated by Extel Statistical Services Limited and are available during usual business hours on weekdays (Saturdays excepted) up to and including 29th July, 1982 from:-

> Montagu, Loebl, Stanley & Co., 31 Sun Street, London EC2M 2OP and Stock Exchange

M. J. H. Nightingale & Co. Limited

					-		· P/	E
198	1-82					Yield		Fully
hgh	Low	Сотралу	Price	Спалда	div.(:)	Astual	EZ XO
20	120	Ass. Brit. Ind. Ord	120	_	6.4	5.3	10.9	13.4
			131	_	10.e	7.5	_	_
31	100	Ass. 8rd. lod. CULS	71	_	51	8.6	8.1	13.8
75	62	Airsorung Group	43	_	4.3	10.0		8.1
51	33	Armitage & Rhodes		=	11.4	5.e	9.5	12.1
28	187	Sardon Hill	228	_	15.7	14.3		15.1
10	100	CCL 11pc Conv. Prel	11 e				10.7	12.0
	240	Cindico Group	255	.=	26.4	10.0		8,e
04	60	Deborah Services	62	+ 2	6.0	9.7	3.1	
33	97	Frank Horsell	133	+ 1	8.4	4.5	12.0	24.5
83	38	Frederick Perker	74	_	5.4	8.8	3.8	7.2
78	46	George Slaif	53	_				=
02	93	Ind. Precision Castingo	99		7,2	7.4	7.1	10.7
	100	lais Conv. Prof	110	+ 1	15.7	14.3		
13	94	Jackson Group	105	_	7.5	7.1	3.2	e.7
30	106	James Surrough	123	_	86	7.8	3.e	10.0
34	230	Robert Jonkins	230	_	31.3	13.6	32	8.1
79	51	Scruttona "A"	79	÷ 1	5.7	7.2	1 e .3	12.3
22	154	Torday & Carliale	155	_	11.4	74	7.9	11.9
181,	10	Twonlock Ord	1817	_	_	_	12.1	17.6
80	58	Twinlock 15pc ULS	79	_	15 O	19 O	_	_
44	25	Unilock Holdings	25	-	3.0	12.0	4.5	7.5
05	73	Walter Alexander	84	_	54	7 e	5.5	9.8

Imperial Group Interim Report 1982

Mr. Geoffrey C. Kent, Chairman, comments as follows-

"The improvement over the first half of 1981 was encouraging, even allowing for the unsatis-factory results last year, for it arose despite a further volume decline in the U.K. tobacco and beer sectors and the continuing recession in the U.S.A. which is still badly affecting the restaurant and lodging industries. Our performance was the result of decisive management action and the hard work of employees in many parts of the Group, and is further evidence that the near-term recovery programme is on target.

The redeployment of some of our existing assets is vital to this programme. In recent months we have acted to divest ourselves of interests which have impeded not only our financial performance but also our strategic development, notably poultry and eggs in the U.K. and poultry in the U.S.A. former has been completed and negotiations for the latter are proceeding.

"The large figure for extraordinary items is a reflection of the cost of restructuring the Group,

but we do not foresee the peed to make substantial further provisions in the second half-year.

"The effect of recent Budgets, together with the distortion of demand referred to in Note 3 below, is expected to lead to a much reduced level of sales of tobacco products in the second half of the year compared with the first six months. On the other hand, most of the trading activity of the Howard Johnson Division falls within the summer months. At this stage, and subject to no unforeseen circumstances, we estimate that Group profit before taxation in the second half will be similar to the good figure achieved in the comparable period last year. The results for the year as a whole should therefore be appreciably better than in 1981.

"The Directors have decided to declare an interim dividend at the same rate as that of last year, namely 2.75p per share. This will absorb E19.8m (1981, £19.7m). Warrants will be dated 1st November 1982 and will be posted to those shareholders who are registered in the books of the Company at the close of business on 4th October,

£ million .	Group Results (unandited) Half-Year to 30th April % Change o			
External Sales Tobacco Paper, Board and Plastics Food Brewing and Leisure Howard Johnson Inter-Group Sales	. Half-Year to 1982	1981	% Change of 1981	
	1,232.1 30.1 629.0 394.9 177.0 (26.0)	1,060.2 32.0 564.5 344.3 132.7 (15.5)	. •	
	2,437.1	2,118.2	+ 15%	
Trading Surplus Tobacco (see Notes 2 and 3) Paper, Board and Plastics Food Brewing and Leisure Howard Johnson	43.6 0.1 16.4 28.1 (0.5)	25.4 (0.2) 1.5 24.4 2.4	· · · · · · · · · · · · · · · · · · ·	
Share of Associates' Profits Interest net of investment income	87.7 0.7 (22.6)	53.5 1.6 (25.4)	÷ 64%	
Profit before taxation Taxation	65.8 (13.3)	29.7 (4.0)	+122%	
Profit after taxation Minority interests	52.5 (0.1)	25.7 (0.1)	+104%	
Extraordinary items	52.4 (66.6)	25.6 1.8		
(Deficit)/Profit attributable to sbareholders	(14.2)	27.4		
Earnings per share — before taxation — after taxation	9.1p 7.3p	4.1p 3.6p	+122% +103%	

1. Comparative figures have been restated to reflect the 3. fellowing.-

(a) the change in pelicy en goodwill adopted in the 1981 Report and Accounts; (b) the transfer of businesses between Divisions:

(c) the effective tax rate applicable te the whole of

The Tebacco Division adopted the straight line basis for depreciating plant and machinery from 1st November 1981, the basis used throughout the rest of the Group.

This basis reduced depreciation charges in the balf-year Sale of U.K. poultry, egg and meat trading interests On 18th May 1982 Imperial Group completed

the sale of the whole of its U.K. hroiler, egg, animal feed and meat trading husinesses to Hillsdown Holdings Limited ("Hillsdown") for £48.5m. The external borrowings of these husinesses, amounting to £5.3m at 31st October 1981 were also taken over

During the year ended 31st October 1981 these interests which included Allied Farm Foods Ltd. Buxted Poultry Ltd. J. B. Eastwood Ltd. and Eastwood Thompson Ltd. had a turnover of £382m and net losses before taxation and inter-Group interest of £8m. Net assets at the date of sale were

£10m, being the profits ee sales infisted by exceptional trade activity before and after the Chancellor's Budget. These sales would nermally have been made in the second half of 1982 and by trensferring the related profit of £10m a fairer view will be obtained of the profit pattern over the twe balves of 1982. Such abnormal circumstances were not present at 30th April 1981 and in consequence no adjustment to the figures for thet half-yeer bas been made.
The current cost profit before taxation was \$38m (1981:

The Tobacco surplus of £43.6m is steted after deducting

£17m) after ellowing for a gearing edjustment of £10m

These businesses, which bad been recently rationalised, bave greater potential in a group with bigger commitment to commodity foods than Imperial plans to have in future. Imperial is now in a better position to concentrate on developing the considerable brand strengths of its other food

The consideration is payable in casb. £11m has been received and a further £5m is due on 18th August 1982. The balance is payable by equal half-yearly instalments over five years ending in April 1987. Interest on the deferred payments will be at a variable rate dependent on the profitability of Buxted Poultry Ltd and its related milling

Imperial Group plc, Imperial House, 1 Grosvenor Place, London, SW1X 7HB

The following companies have notified dates of board meetings to the Stock Such meanings are usually the purpose of considering . Official indications are not held for the purpose of commutaring dividends. Official indicessors are not available as to whether the dividends are interime or finals and the automators shown below are based mainly on lest year's timetable.

TODAY
Interime—Sorbeby Parks Bernet.
Finals—Braham Miller: David Scott. FUTURE DATES

MINING NEWS

First-half diamond sales may herald recovery

BY GEORGE MILLING-STANLEY

THE SHARES of De Beers Consolidated Mines of South Africa leapt ahead in London yesterday, with the release of the first-half figures for world diamond sales from De Beers' Central Selling

Aggressive demand both in London and Johanzesburg boosted the shares by 20p, and they closed at tha day's best The CSO'a sales figure for the

first aix months of 1982 was somewhat above midway between the beat and worst esti-mates at R636m (£320m). The nerformance was good without being spectacular, representing the first increase between two six-month periods since the first

There are grounds for suspecting that the share market was looking perhaps a little too hard for some gnod news from De Beers, after the recent announcements of falling profits and the halved final dividend for 1981. above that for the aecozd half-of last year, but still 15 per cent down on the first half of 1981. and well down on the peak of R1.27hn recorded for the first

In dollar terms, the curency actual sales, the firure for the first six months of this year was \$624m, which is 17 per cent

plagued Renison Goldfields Con-solldated (RGC) during the

July-December period of 1981

did not recur in the second half

of the financial year ended June

30, according to Mr Max Roberts,

The disputes, which included

a six and a half week strike at RGC's big Reoison tin mine in Tasmazia, pushed the group intn a first-half loss of A\$1.19m

The comparative peace of the past six months, coupled with the sirength of the tin price for much of the period, should have

helped to streagthen the mine's

This suggests that RGC, which

groups the Australian opera-tions of the Consolidated Gold

Fields group, could well have borne out Mr Roberts' predic-

tion at the halfway stage of a

profitable full year.

the chairmas.

De Beers said the disparity hetweez the rand and dollar figures is a consequence of the fact that figures are translated from dollars into rands at tha exchange rate prevailing at the time of each sale. The rand has continued to depreciate against the dollar throughout the period.

It is still too soon to say whether the latest result indicates the start of a longer-term upture in demand, partly hecause of the uncertainty surrounding the future course of interest rates in the U.S., the most important market for diamonds in the world.

501.9 874.4 7,106.2 1,155.4 859.3 670.0 438.4 313.6 441.5 332.1 Mr Harry Oppcnheimer, De Beers chairman, predicted that

Mr Roherts was of course at

this stage uoable to be more

fortherming about the full-year results, and emphasised that

RGC atill has some tough times

ahead of it. Conditions could even get worse over the next

H added that be is still

hearish on metal prices, which

implies that there will be no respite in the near future for

the Tasmanian copper producer

Mouat Lvell or the Australian

beach sa2d minerals operations.

only a handful of mines in Australia which are making "real

money" at murent metal pric. s.

ing to the longer term, and thus

ls maintaining a high level of exploration spending. This is concentrated in three main areas

of the south-west Pacific, namely Austraalia itself, the Philippines

and Papua New Guinea.

Nevertheless, RGC is still lock-

Mr Roberts said there can be

year but still 34 per cent below as the accompanying table ahows, the first stx months. This is explained by the fact that what are traditionally the two weakest "sights" (diamond sales) fal) into the second half of the year. These are in July, at the start of the hollday season, and in December, when dealers normally like to wait and see what sort of performance retail sales of jewellery bave put up

A better judgment will have to await the August sight, and it will also be interesting to see how the CSO figure translates into first half profits of De Beers, due next month.

Imply that some of the measures De Beers has takeo to atabilise. the world market for diamonds are beginning to bear fruit. These have included building up the CSO stockpile to the unprecedented level of R14bn at the end of 1981, and this is still growing. However, De Beers said that the rate of growth bas now slowed, and the stock figure in unlikely to reach R2bn by the end of this year, as come com-

The latest figure does at least

mentators bad predicted. The other main step De Beers has taken has been to change the sales figure for the first half the make-un of its output of of this year would show an stones towards the smaller. increase, and first-half rises have cheaper gems, which have proved often heen followed by declines more saleable in the recent diffi-

Turning to the latest agreement

hetween the world's tin pro-ducers, Mr Roberts axid that the

production quota for Renison involved a fall of 35 per ceot in

output over the first quarter of

He said he would have

preferred, as less disruptive of

operations, a quota which brought about a smaller fall in

production, say 20 per cent, applied for a longer period. RGC shares closed at 126p in

London yesterday, just a penny above the lowpoint for the year.

(lifght

STERLING INDUSTRIES

the current financial year.

Fitzroy Caterers, Junabell, Juracrest, T. & A. Overseas, Gerald Zismaa Associates and RGC still facing tough times

Ariel International jumps to £5.7m

International, the continental of 1981.
European property investment The directors estimate that European property investment company in which Wimpey bolds a 50 per cent stake, jumped from \$500,000 to £5.7m. in the year to December 31 1981.

The improvement reflects the benefit of two major property disposals in the year, both in West Germany. In Essen the company sold its shopping centre to a German pension fund while a 69,000 sq ft office block in Frankfurt was also sold.

The company has a sizeable development programme in hand in spite of the disposals. Development in progress, excitating land financial flexi purchased for future develop-new achemes.

PRE-TAX PROFITS of Ariel ment, lotalled £46m at the 2nd the developments when completed will have a value of not

less than £100m. The company is looking for further development opportuni-ties, particularly in Frankfurt where it has a strong base. It is also seeking opportunities to carry out joint developments with various institutions.

However, the company, which traditionally regards itself as a long-term investor, bas not ruled

out the possibility of further disposals. The cash raised would allow the company greater financial flexibility to carry out

Winding up orders against 45 companies

made by Mr Justice Nourse in the High Court. They were:

Conveyancing and Legal Title, Groom, Mongoose, Insurance Appoint-Micbael Kegvale, ments Office and Gemscoop. Autobann-Freight, Drumstone,

G. & D. Jewellers, Environ-mental Emission Control and

Acorn Trainlag, The Eccles Repair Service Dapot, Texlar, South-Central Coaches (Dorchester) and Norman Clothier Hold-

COMPULSORY WINDING np List's Bakeries (Hillingdon). orders against 45 companies were Cheshire Industrial and C Cheshire Industrial and Civil Engineering Services. Walkers Restaurant, Shelfgold, Innovators Production Equipment, Wool-crest and Pricecrest. Milecastle, Quandamead, Frank Warners (Insurance and Mort-

gage Consultants). Argonville Insurance Services and J. Moore Bavarian Bier Kellers, P. Barrett (Builders), East Coast Leisure Developments, C. J. Hull

(Electrical Contractors), Birchabbey. Dukes Careers and Pelmead Properties. Skatewave, Tahiti Showers, Olro Coatings, Gemini Manufacturing Company and Georgina Manufacturing.

Ests. & Agency forecast

In bis annual statament Mr John Rosefield, the chairman of Estates & Agency Haldings, anticipates that net rents receiv-able during 1982 will reach a level iz excess of £900.000 and that profits, before tax and extraordinary items, will be not less than £300,000.

He points out that the group has a sound financial base and the value of its investment portfolio is signficantly higher than amounts stated in the accounts for 1981. Mr Rosefield adds that even in the current STERLING INDUSTRIES (lifehr year to march 31, 1982, reported June 2. Femain via courant assets £1.7tm (£1.75m). Not current assets £2.66m (£2.55m). Increase in net liquid funds £367,354 (£111,309 decreese). The group's withmate bolding company is The Cayzer Trust, which at March 31, 1982, was shown as holding 66.2 per cent of the ordinary shares. Meeting: Cayzer House, £C, July 26, 12.30 pm. climate, the group's properties remain virtually fully let and the good quality of its portfolio should ensure a continued satisfactory performance. As reported oo June 25, the

group returned laxable profits of £121,318 for the 1981 year, com-pared with a loss previously of

ahareholders' funds at £8.43m (£5.97m) and fixed assets well ahead at £13.14m (£7.76m), Net current liabilities £858,426 (£337,817). will be held at the Hntel Bristol, London W1. on July 30 at 11 am,

\$15m loan for Scottish mortgage

The Scottish Mortgage and Trust Company has borrowed a further U.S.S15m for investment in long dated dollar bonds. Half of the money borrowed was for the six munths to December 28; the balance was for 12 months to June 28 1983.

The company now has borrowings of \$35m invested in long dated bonds. In spile of the problems of the large U.S. fiscal deficit, the directors believe that the current very high real interest rates are unsustainable in the long term.

LONDON AND L'POOL

announces that £300,000 121 per cent convertible loan notes 1985 have been issued al par under the sgreement for the purchase of Talbographic which became unconditional on October 9 1980. Under the agreement a de-

ferred consideration (up to a maximum of £300,000. of loan notes) became payable to the vendors dependent upon Talbo-graphic profits for the two year ending on January 31

vendors. Mr M. J. Harborow and Mr M. Robinson, are also thia issue, Mr Harborow has acquired £210,000 124 per cent loan notes 1985 bringing his bolding to £370,000. Mr Robinnotes which is his total holding

LONDON TRADED OPTIONS

HASS,000,

The receivers are Mr Roy
Adkins and Mr Geoffrey
Harrison, both from the Birmingham office of accountants
Thoroton, Baker. Their appointment was instigated by the company's directors themselves after

ast September. In February. Mr John Wilcox referred to 2 "long and arduous"

SHARE STAGES

175,000 ordinary shares.

The Standard Life Company purchased 175,000 ordinary shares bringing bolding to 725,000 ahares (7.25 per cent).

BIDS AND DEALS

Lookers extends bid for Braid

extended its £3.58m bid Braid Gronp until July 28. bid for This came only 24 bours after Lookers bad taken the unusual step of advising sharebolders who bad accepted its offer to sell have prompted the extension of their shares in the open market. the offer Lookers is continuing their shares in the open market.

Manchester Braid'e Equity, A bidder who vehicle distributor, yesterday acquires 30 per cent of a com- receive 58p per share—the level

While technical considerations price would then fall, Lloyds hava prompted the extension of The reason for the extension to advise shareholders who have

pany must keep its offer open of the revised offer. If the bld for a further 14 days under the falls to gain 50 per cenl acceprules of the City's merger code. tances it will lapse and the share

Holders of 466,092 shares, representing 7.8 per cent of ine reason for the extension to advise shareholders who have is that Lookers acquired a further 120,000 sbares over the past two days, taking its halding to advisers, Lloyds Bank Interpretation of 37.8 per cent of the equity.

Global amplifies bid objectives

THE BOARD of Global Natural cash Resources has set out the strategic objectives which it believes will be achieved with the proposed \$44m acquisition of the privately owned Texas-based exploration group, McFarlane Oil.
This amplification follows a

sharp attack on the prospective acquisition from the New York brokerage bonse, Bear Stearns, which has been co-ordinating the Warner-Bertoglio faction's attempt to wrest control of the Global board.

This battle will come to e head, at Global's annual meeting in Helier, Jersey, on September The dissident faction has forcibly expressed its objection to a deal which puts 13; per cent of Global's equity in hands presumably friendly to tha incumbent board.

Mr Tony Geller and Mr Stephen Springer, the two Bear Stearns executives on the stump in Europa recently also made the point that Global bas the resources to make this deal in

casn.

Global, in a statemant released yesterday by Mr Frank Beatty, the chairman, made it clear that "from the outset of negotiations, the shareholders of MacFarlane indicated they would require that the majority of the purchase consideration be in the form of Global stock to provide them with favourable tax treatment and to permit continuing participation in the combined com-pany's future expansion."

Replying to the Warner-Beroo-golio faction's assertion that Global stands to dilute asset values by paying over book worth for McFarlane, the defending board stresses that the intended target's provez reserves consisted of 2.9m barrets of oil and 11.7bn cu ft of natural gas as reported by Patel/Walter/Church Associates, described as independent

dent petroleum engineers.
Thus for purposes of filings with the U.S. Securities and Exchange Commission, Global would have reported the present value of the proven reserves to

which the management hoped might have led to a restoration

of profitability later this year. The business employa about 260 people and is based at five

plants in the area of Walsall and

Aldridge. The receivers said that every effort would be made

to ensure the continuation of

the business and a further announcement would be made

be approximately \$49m as February 28 this year. Other assets take in prospective oil and gas acreage of between \$7m-\$8m valued by Ginbal's inhouse technical staff and an unnamed outside consultant. Its seismic data subsidiary was valued at \$4.4m at the end of February, the contract drill-ing subsidiary was worth a further \$3.1m at that date, and the lignite reserves in Brans County, Texas add up to 220m tons. This is sufficient to serve the power-short Houston area for 30 years from a 400 Megawatt

power plant.
A circular giving full details of the McFarlane acquisition, in accordance with the requirements of the London Stock Exchange, will be published "im due course." The statement does not say whether Global will accede to one of Bear Stearns' principal requests and give shareholders an opportunity to vote on the McFarlane deal before the critical meeting 12

Receiver in at Deanson

HARSH TRADING conditions in reorganisation of the company. the printing industry claimed another victim with the announcement yesterday of receivership for Deanson (Holdings), the Walsall-based business which asked for its own shares to be suspended on July 5.

The shares were suspended at 20p each, glving Deanaon a. market capitalisation of just

a series of talks with Midland

"Deanson's failure seems to be attributable to a general decline in the company's turn-over in recent months," said Mr Harrison. The company incurred a loss of £347,860 in the year to

Bridgewater Eastates Largs has acquired a further 82,500 shares and now holds 566,200 (20.9 per cent) ordinary shares. ston, director, bas bought 10,000

Moss Engineering—Biwater Group bave sold 64,522 ordinary made on June 29, and amounted 30,000 and 20,000 shares on July Harris Queensway Gron

NSS pays £2.5m for newsagent

NSS Newsagents has bought G. Knight, a private newsagent with nine retail ontlets in the south-wast, for about £2.5m, payable in stage payments over the next seven months.

Turnover for the outlets for the last financial year approached fam and net taugible assets at end of that year were £672.000.

benefits from these large outlets, all of which are in a trading area

David Scott asks for a receiver

David Scott, the Northampion shire shoe group, yesterday asked its bankers, Midland Bank and Hambros Bank, to appoint a receiver.

The company's sharea were suspended at 13.5p ahead of the announcement, giving it a market value of £620,325. Earlier this year First Hamblin, a privately-owned chain of garages, bought 20.77 per cent of Scott's equity. In

April, Scott decided to close its shoe manufacturing operations with the loss of 320 jobs. It made 2 pre-tax loss of £367,000 for the six months ended July 31 1981, and omitted its interim dividend.

SECURITY CENTRES ACQUISITION

Security Centres Holdings has bought 40 per cent of Gibraltar Central Security Corporation, of Miami, for £300,000 cash. has the option progessively to increase its holding to 67 per

BANK RETURN

BANKING DEPARTMENT			
iabilities apital ublic Dopesits ankers Deposits ceserve and other Accounts	14,553,000 43,237,898 425,333,202 1,922,851,570 0,405,205,677	- 1,060,764 - 326,461,817 + 117,296,278	
ssete overnment Segurities dvances & other Accounts	356,090,303 1,223,550,242 235,134,453 16,068,886 354,784	- 106,264,032 - 102,368,415 + 14,185,652 + 11,238,194 - 12,615	
· · · · · [2,405,205,677	~ 010,22e,203	

ISSUE DEPARTMENT

Jabilities	£		£
fotes issued	10,550,000,000 10,834,934,114 13,035,886	: ‡	72,000,000 63,721,805 11,238,194
overnment Rebt Ther Government Securities Other Securities	11,016,100 4,258,321,713 8,580,623,187	±	330,924,363 255,224,363
	10,850,000,000	+	75,000,000

BASE LENDING RATES

Allied Irish Bank 1219	Guinness Mahon 121 c
Amro Rank 1010r	Hambros Bank 1210
Henry Ansbocher 121 oc	Hargrave Secs. Ltd 121%
Arouthnot Latham 1910	Heritable & Co. III 1214
ASSOCIATES CRD. Com 12 of	Heritable & Gen. Trust 121 %
Banco de Bubao 1910g	Hill Samuel 51210
BCCI 121 %	C. Hoare & Co
BCCI 12.% Bank Hapoalim BM 12.%	Hongkong & Shanghai 121%
Dank of Ireland 1210	
Bank Leuml (UK) pic 1210.	Knowsley & Co. Ltd 13 %
Bank of Cyprus 12102	Mallinball vision, 1210
Bank Street Sec. Ltd. 1310.	Lloyds Bank. 1210 Mallinhall Limited 1210 Edward Mariet 1210
Bank of N.S.W 19100	COMMING INTERISTRATION NO. 1 /A 1/21/E
Banque Beige Ltd 121%	Midland Bank 1210
Banque du Rhone et de	Samuel Montagu 1210
la Tamise S.A 13 %	
Barclays Bank 1210	Nalional Westminster 121 6
Seneficial Trust Ltd. 19102	410t After Course Later 10106
Bremar Holdings Ltd. 131 % Brit. Bank of Mid. East 121 %	
Brit, Bank of Mid. East 1210	**************************************
Brown Snipley 1910	PIGACHORLE E. KOMP 10105
Canada Porm'r Truct 12 or	Preparation Constitution of the constitution o
Castle Court Trust Ltd. 13 % Cavandish G ty T st Ltd. 14 %	TIBUE DAY MOND 1017
Cavandich C'ty Tet 7 to 14	Truatee Savings Bank 1210
Cayzer Ltd. 1210	Truatee Savings Bank 12105 TCB 12105
Cedar Holdings 13 of	
Charterhouse Tenhet 1916	
Charterbouse Japhet 12105	Whileaway Laidlaw 13 % Williams & Glyn's 121%
Choulartons 13 %	Williams & Glyn's 1210
Citibank Savings 1210	" W 401 DPCS. 1.54 1910F
Clydesdale Bank 121%	Yorkshire Bank 121%
C. E. Coates 1516	Members of the Accepting Houses
Comm. Bk. of Near East 12 %	
Consolidated Credits 121%	7-day deposits 9.5% t-month
Co-operative Bank 1216	2.75%. Short lerm 68.000/12
Corinthian Secs. 12106	2.75%. Short lerm 58,000/12 month 12.1% 58,000/12
	† 7-day deposits on eums of: under
Duncan Lawrie 1910:	£10,000 91. £10,000 up to £50,000 101. £50,000 and over
Eagil Trust 1210	t Call degoelts £1,000 and ever
E-1. ITUST 12102	t Call denomine Place
Exeter Trust Ltd. 1210	Or of annual tilent the Gast.

First Nat. Fin. Corp... 15 % First Nat. Secs. Ltd... 15 %

FIRST BAN OF NIGERIA LIMIT

is pleased to announce the opening of its London branch (Licensed Deposit Taker) at

29/30 King Street London EC2 Telephone 01-606 6411 Telex 893013

First Bank of Nigeria Limited, the oldest and largest bank in Nigeria, is an associate member of the Standard Chartered Bank Group. First Bank was established in Nigeria in 1894, and operates through more than 180 offices in that country.



Head Office: Unity House, 37 Marina, Box 5216, Lagos, Nigeria. Telephone: 661041 Telex: 21231

Continental Illinois paper tumbles in Euromarkets

BY ALIAN FRIEDMAN

PRICES of outstanding Continental Illinois Bank Eurosharply lower yesterday. Sev- yesterday after another day of eral houses suspended trading light volume and a nervous in the U.S. bank's paper as the mood among traders. market became increasingly jittery about the its \$1bn of energy loan participations bought from Penn Square, bte Oklahoma bank which collapsed

The Continental Illinois 154 per cent 1989 issue stood at 961 to 97 last night, down 3 points in 48 hours. The 91 per cent 1986 paper closed at 80 to 801, also off 3 points, while the 141 per cent 1984 bonds were at942 to 951, marked 11 points lower on the day.

great over-reaction." but will shrink every three months admitted that his dealing room so that the yield moves 1 per was one of the few market-makers in Europe still trading his bank's Europonds last night.

tional Company, the association lending, which groups seven European The

to integrate much more closely the operations of its two con-

EBIC said that this would

improve the range of services

available to clients of thetwo

will be published next on Tuesday July 13.

SNP Finance 142 88 ... 150 941 951 10.0 284. Ahrer. NT 6A 12 97 200 284. Montreal 142 87 ... 100 943 951 10 10 16.02 895 961 10 10 16.02 895 961 10 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 961 952 10 16.02 99 951 0 10 16.02 99 951 0 10 16.02 99 951 0 10 16.02 10 16.0

peenne de Credit (BEC).

Prices of Eurodollar, Euro D-mark and Swiss franc foreign bonds were marked honds all closed unchanged light volume and a nervous

Credit Foncier de France has isunched an unusual new \$200m floating rate note issue through CCF, Morgan Guaranty and Dai-Ichi Kangyo. The seven-year paper bears a spread of } per cent above the three-month London interbank offered rate (Libor), but allows holders to convert the "floaters" into 12.5 per cent fixed-rate bonds maturing in 1992. The conversion is possible every three months and will begin at a discounted price on the day.

Mr Al Page, chief executive of Continental's London merchant bank, termed the mark-down "a three months and the discount

Two EBIC banks to integrate

The statement gave few

would work in practice, and it.

No change in ownership of

is understood that final arrange-

de Banque and Ste Generale.

In balance-sheet terms BEC,

whose total assets at the end

diversified London merchant the fourth largest bank in managed from Switzerland and bank, while BEC, which is based Belgium, while the managing have a separate board of in Brussels, concentrates on director of European Banking, directors.

FT INTERNATIONAL BOND SERVICE

exists. For further details of these or other bonds see the complete list of Eurobond prices which

The list shows the 200 latest international bond issues for which an adequate secondary market

BY PETER MONTAGNON, EUROMARKETS CORRESPONDENT

EUROPEAN Banks Interna- medium - term Eurocutrency

commercial banks, has decided details of how the integration

sortium banks European Bank- ments may not be completed

A statement yesterday sald the two banks is planned. Both

that the two banks would have are owned by EBIC members

a unified board, while other which include Amro, Banca corporate arrangements concerning their integration still bave to be determined.

Which include Amro, Banca Commerciale Italiana, Creditancerning their integration still bankverein, Deutsche Bank, Midland, Ste Generale

banks. European Banking is a of last year were BFr 155hn, is

ing Company and Banque Euro- till early next year. ...

The CFF "floater" allows investors to hedge on interest rates while still obtaining per cent over three-month Libor. It would then look in the interest rate for investors who reckon rates are likely to fall sufficiently to make this attractive.

Banque Worms, the French state-owned bank, is out with a \$75m 12-year "floater" bearing a spread of ‡ per cent over sixmonth. Libor. Credit Suisse First Boston and Banque Worms

are lead-managers. In West Germany the widely expected DM 100m issue for Caisse Nationale des Telecommunications was launched yes-terday with a 91 per cent coupon through WestLB. The

maturity is ten years. In Switzerland, a SwFr 100m ten-year issue is being launched for NYK Lines, the Japanese ahlpping group. Indicated yield is 7 per cent and Credit Suisse

Mr S: M. Yassukovich, is one of

the best known and most experi-enced bankers in the Euro-

In a separate announcement Scandinavian Bank said it plans

to acquire 66 per cent of the

outstanding shares of Banque

Scandinave en Suisse of Geneva.

This will give it consolldated

The shares being acquired by

Scandinavian Bank are cur-rently beld by its existing Nordic sbarebolders who will

receive new shares in Scandi-navlan Bank in exchange for

their sbares in the Swiss bank,

which will continue to be managed from Switzerland and

Closing prices on July 8

Change on Change on Bell Canada 18 89 CS... 100 1967, 97% 0 + 0% 16.70 Can. Pac. S. 16% 89 CS 50 197% 97% + 0% + 0% 16.70 Can. Pac. S. 16% 89 CS 50 197% 97% + 0% + 0% 16.97 Cad. Fencier 17% 89 CS 20. 198% 99% 0 + 0% 17.37 Gaz Matro. 17% 80 CS 20. 198% 99% 0 + 0% 17.37 Q. Hyd. 16% 89 CS 50 199% 99% 0 + 0% 16.59 Quebe: Prov. 16% 89 CS 50 199% 99% 0 + 0% 16.59 U. 98, Nwy. 9% 9% 90 EUA. 18 32% 93% 0 + 1% 10.90 Amoro Bank 10 87 F1 ... 150 98% 99% 0 40% 10.90

assets of more than £2bn.

capital-raising process.

 The Federal Reserve Board said yesterday that it would hold hearings on September 13 on a request by Bank of America, to buy Charles Schwab and Company, the largest no-frills, cut-rate stockbroker in the U.S.

Earnings gain for Chemical New York

By Our New York Staff

CHEMICAL New York Corporation, bolding company for Chemical Bank, the seventh largest in the U.S., and notable this year for its absence from the list of those iovolved in major banking misfortunes, has recorded a 10 per cent gain in Income in the second quarter.

Before securities transactions, income rose from \$53m to \$58.4m there was a sharp increase in foreign exchange trading profits at \$13.3m against \$11.5m.

At the six-month stage, per cent up from \$106.9m to \$120.6m hefore securities dealings. The sethack in equity mar-

kets was reflected in a loss of \$1.3m on securities trading for the six months, compared with a corresponding gain last year of \$5.5m. Earnings per share for the

second quarter were \$2.09, against \$2.16, before securities trading, and \$2.05 against \$2.13 after. Per share returns for the

half-year were \$4.52 against \$4.40 before securities deal-ings and \$4.05 against \$4.03 For the whole of fiscal 1981, Chemical earned \$215.2m com-pared with \$175.2m in the previous year.

Ford again omits payout

By Our New York Staff FORD MOTOR COMPANY

will not pay a dividend for the third quarter of 1982, having already ommitted. dividend payments for the first half of the year. In 1981, the company paid dividends at the rate of 30 cents a quarter. In the year to date, Ford has sold nearly 7 per cent fewer cars than in 1981. As a result of substantial cost rea number of analysts have forecast that the second quarter figures— which are due at the end of this month-will show that the group has returned to the hlack with earnings of perhaps \$100m in the latest three mouths. But there is still considerable uncertainty about the outlook for the rest

of the year. The latest dividend cut will save Ford some \$36m.

U.S. QUARTERLIES

CHAMPION HOME BUI	u ners	
CHAMPIUM HOME SO		1981-82
=	\$	\$.
Fimt quarter	66.Om	
Ravenue		
Net profits		0.05
Net per share	- 0.00	9.00
CSX CORPORATION		
	1982	1963
Second quarter	5	5 .
Revenue	1.31bn	
Net profits	69.6m	
Net per share	1,67	0.50
Six months		
Nez prefits	117.8m	124.8m
Net per share	2.83	3.04
FEDERAL COMPANY		
	1981-82	1980-81
Fourth quarter	5	5
Revenue	302.4m	293.0m
Nez profits	5.83m	2.43m
	5.83m 0.71	2.43m 0.30
Not per share	5.83m 0.71	2.43m 0.30
Revenue	5.83m 0.71 1.16bn 17.96m	2.43m 0.30 1.1bn 20.12m
Not per abare	5.83m 0.71	2.43m 0.30
Nst per abare	5.83m 0.71 1.16bn 17.96m 2.14	2.43m 0.30 1.1bn 20.12m
Net per share	5.83m 0.71 1.16bn 17.96m 2.14	2.43m 0.30 1.1bn 20.12m
Nst per abare	5.83m 0.71 1.16bn 17.96m 2.14 0	2.43m 0.30 1.1bn 20.12m 2.47 1981 S
Nat per abara	5.83m 0.71 1.16bn 17.96ss 2.14 D 1982 5	2.43m 0.30 1.1bn 20.12m 2.47 1981 S 119.0m
Nat per abare	5.83m 0.71 1.16bn 17.96m 2.14 0	2.43m 0.30 1.1bn 20.12m 2.47 1981 S

U.S. GROUP 'WELL PLACED' FOR SECOND HALF Lynch files General Electric increases profits

> EARNINGS growth at General Electric Company, the leading

second guarter of 1982. But the

company has lowered its fore-

casts for economic activity in

the second half of this year,

and warns that the high level

of interest rates is creating a

drag on capital spending and

threatens any sustained eco-

Second quarter earnings rose 7 per cent, from \$436m to \$465m, lifting half-year profits by 6 per cent from \$795m to

\$842m. Earnings per share were \$2.05, against \$1.92 for the quarter, and \$3.71 agazinst \$3.49

nomic recovery in 1983.

for the six months.

U.S. industrial group, acturns of celerated a little during the \$6.63bn.

By Our New York Staff

for \$300m

'shelf' issue

Merrill

MERRILL LYNCH, the Wall Street stockbroking glant, yesterday filed with the Securities Exchange Commission for \$300m of debt securities under the SEC's controversial "shelf registration" rule.

The rule allows borrowers to put a registration "on the shelf" and then sell secur-ties as and when they want over a given period. Pre-viously, horrowers had to go to the SEC every time they wanted to sell securities.

The Merrill issue will be underwritten by many of the big names that have taken np cudgels in the "shelf rule" debate : First Boston, Goldman Sachs, Morgan Stanley, Salo-mon Brothers and Merrill Lynch itself.

Many firms have argued that the rule will disrupt the mar-ket and reduce underwriting business. But others maintain that it streamlines the

The proposed acquisition is widely viewed as a key test of U.S. banking law which says that banks may not under-write securities. Bank of America argues that Schwab does not underwrite securities. it only executes buy and sell orders from customers.

Kroger has a strong half-year

BY OUR NEW YORK STAFF

turn at Kroger, second largest of from \$5.07bn to \$5.5bn. the U.S. retail groups, putting For the full year, a 6 per cent the group's gourmet food depart-the company well on target for gain in earnings is predicted, ments within the supermarkets Wall Street forecasts for the indicating the seventh consecu- which helped offset the effects full year.

tive annual gain.

BOTH SALES and earnings markets in 20 of the States, held 7.7 per cent up from \$2.59hn to have maintained their momen- a steady rise of 7.8 per cent, \$2.81bn. The figures reflect continued firmness in margins at

of industrial recession on Half-year earnings rose 25 per cent gain in earnings to \$56.2m or \$1.89 a share, while sales at Kroger's 1,300 super-\$1.02 to \$1.20 a sbare on sales to \$50.2m or \$1.89 a share, while sales at Kroger's 1,300 super-\$1.02 to \$1.20 a sbare on sales to \$50.2m or \$1.80 a share at \$1.02 to \$1.20 a sbare on sales \$1.20 to \$1.20 to \$1.20 a sbare on sales \$1.20 to \$1.

cent, from \$13.04bn to \$12.66bn, with lighting and engineered interests. Aircraft engines are including second quarter rematerials. Mr Welch added. also well ahead, with a sharp turns down from \$6.96hn to Despite a weak June, there improvement in military engine

Despite a weak June, there improvement in military engine were signs that the recession volume more than offsetting had bottomed in the consumer lower results on the commercial segments of the business, but engine side. Earnings from consumer pro-

the capital goods activities conducts are considerably lower Mr Welch commented that al- than in 1981, although the downthough the economic outlook turn in the latest period was remained uncertain, GE was not as steep as it had been in well positioned for the second the first quarter of the year. The the first quarter of the year. The half of 1982. Its recently-agreed setback results from lower three-year labour contract physical volume

would lead to increased pro-GE's offshoot, General ductivity and competitiveness.

Among individual segments of Corporation, bas raised its stake the business, power systems have achieved substantially in Gearbart Industries to 1.87m. sbares, or 12.1 per cent. The had more than offset a decline higher earnings, mainly the retotal includes 668,400 shares or the six months.

of \$33m in other husinesses, sult of profitability in the hought in May and June at
Half-year sales fell by 3 per mainly major appliances, along nuclear fuel and service \$14.90 to \$20.59 apiece.

Hanna shares

McLouth Steel wins more time

GE's chairman, Mr John

Welch, said yesterday that the improvement in profit margins

reflected strong sales gains by

some of the group's high tech-

n los and service businesses, and a favourable trend in costs

across most activities. Earnings

from aerospace, aircraft engines.

medical systems, muclear fuel

and services, information ser-

vices and the financing sub-sidiary — GE Credit Corpora-

tion — had risen by \$62m in the latest quarter. This gain

PRINCIPAL LENDERS McLouth Steel of Detroit, which is trading under Chapter 11 of the bankruptcy laws, bave granted a one-month extension

to its closure timetable. Their decision, taken a fortnight after refusing such an extension, was announced as McLonth confirmed that Teng Industries, a Chicago-based metals warehousing and processing group, is negotiating its possible acquisition.

McLouth has until October 1 to conclude a full or partial takeover as the only way to avoid bankruptcy.

pared to modern ones. Excess capacity in the industry is an Other parties are believed to be interested in buying Mc-

tinued to decline, he said.

Louth but only Kobe Steel of. Japan has publicly admitted so. About one-third of McLouth's McLouth said that the extenoutput goes to General Motors and the remainder goes to other sion, the sixth, would allow it ts present itself to prospective areas of the still depressed huyers as a going concern. motor industry, McLouth will have to begin closing its operations in August Last month it retained Lazard

Freres, the New York invest-ment bankers to help it find a to meet a final closure date in Octoher. But the company stressed yesterday that its McLouth has roughly balved creditors have said they will its debts to about \$80m since December but it still needs a grant extensions as long as buyer for its steelmaking assets. there is "evidence of sufficient Industry analysts consider these interest by a purchaser or equity to be relatively inefficient com- investor.

fall after pact with Norcen By Our New York 5taff

SHARES in Hanna Mining opened sharply lower in New York yesterday as investors decided the settlement of the hitter takeover battle with Norcen Energy Resources had hrought most benefit to Norcen, a Canadian energy grou headed by Mr Conrad Black.

Norcen has settled for a 20 per cent stake in Hanna and to abandon its fight for 43 per cent. It will also pay \$90m for Hanna's 40 per cent stake in Hollinger North Shore Explora-tion and 20 per cent in Labrador Mining and Explora-

Norcen wanted hecause of its 27 per cent bold-ing in Iron Ore Company of Canada. Hollinger Argus and Labrador Mining, both con-trolled by Mr Black, own 10 per cent of Iron Ore.

Under the Hanna settlement, Norcen has increased lts share of earnings from Iron Ore Company. We achieved what we wanted from the outset," said Mr Black in Toronto. "and Hanna got wbat it wanted-\$90m in cash."

The Rural and Industries Bank of Western Australia

(Guaranteed by the Government of Western Australia)

announces the opening of its

London Branch: Granite House, 97-101 Cannon Street, London EC4N 5AJ

specialising in

Syndicated Loans Project Finance

Chief Manager: John C. McGinniss

Telephone: 01-623 7722 Telex: 298971



Foreign Exchange & Money Markets

Forex Manager: Andrew P. Cornish Telephone: 01-283 2853 Telex: 8812113

Western Australia's First Bank in London

The Rural and Industries Bank of Western Australia Licensed Deposit Taker. Assets exceed A\$1.4 billion.

This announcement appears as a matter of record only.

The Notes and Warrants were offered and sold outside the United States of America.

U.S. \$75,000,000 LASMO Eurofinance B.V.
(Incorporated in The Netherlands with limited liability)

Floating Rate Guaranteed Notes Due 1989 with Warrants to subscribe 13% Guaranteed Bonds Due 1992 denominated in U.S. dollars or pounds sterling

Notes and Bonds unconditionally guaranteed by

London & Scottish Marine Oil PLC (Incorporated in England under the Companies Acts 1948 to 1967)

Goldman Sachs International Corp. Bank of America International Limited

Banque Indosuez Chemical Bank International Group Continental Illinois Limited

Morgan Grenfell & Co. Limited S. G. Warburg & Co. Ltd.

Williams & Glyn's Bank plc Banque de Paris et des Pays-Bas Barclays Bank Group **CIBC Limited** DG BANK Morgan Guaranty Ltd

1162

Change on week = Chonge over price s week sertier.

Floating Rate Notes: Denominated in delibra unless etherwise indicated. Coupon shown is minimum. C.dto=Oete next coupon becomes effective. Spread=Margin above six-month offered mise († three-menth; § above mean rate) for U.S. deligra. C.cpn=The current coupon. C.ytd=The ourrent yield.

Convertible Boods: Denominated in deliars unless otherwise indicated. Chg. day=Change on day. Cnv. detefirst dato for cenversion into shares. Cnv. price—Neminal amount of bond per chare excressed in currency of share at convemion rate fixed at issue. Prem=Percentage premium of the current effective price of acquiring shares vis the bend over the most recent price of the shams. © The Finencial Times Ltd. 1982. Reproduction in whole or in part in any form not permitted without written consent. Data supplied by OATASTREAM International.

Quebec Prov. 16½ 89 CS 50
U. 9k, Nwy. 9½ 90 EUA. 1a
Amro Bank 10 87 Fl ... 150
8k. Mees & H. 10 87 Fl ... 50
Iraisod 10½ 87 Fl ... 75
Phil. Lamps 10½ 87 Fl ... 150
OK9 14 86 FFr ... 400
Solvey at C. 14½ 98 FFr ... 20
Bensficial 14½ 90 £ (0) 20
aFCE 14½ 87 F ... 20
Bensficial 14½ 90 £ (0) 20
aFCE 14½ 87 F ... 20
Bensficial 14½ 90 £ (0) 30
BNP 13½ 91 F... 20
Fin. Ex. Cred. 13½ 86 £ 15
Gen. Elect. Ca. 11½ 89 £ 50
Niram Walker 14½ 88 £ 15
Gen. Elect. Ca. 11½ 89 £ 30
Privatbenken 14½ 88 £ 12
Quebec 15½ 87 F... 35
Read (Nd) NV 16¼ 89 £ 25
Royal Truatco 14 86 £... 12
SOR Franco 15½ 92 £... 30
Swed. Ex. Cr. 13½ 88 £ 20
Eurofima 10½ 87 Luxfr 600
ED CATING BOTE 1931, 100 0 +0 18, 18, 51

924, 933, 0 +1 12, 10, 30

987, 997, -0 2, -0 2, 10, 70

994, 997, -0 2, -0 2, 10, 70

994, 997, -0 3, -0 2, 11, 14

993, 1002, +0 3, -0 2, 11, 14

993, 1002, +0 3, -0 2, 11, 14

993, 1002, +0 3, -0 2, 11, 14

993, 1002, +0 3, -0 2, -0 2, 10, 57

922, 933, 0 +0 3, 18, 58

924, 934, 0 +0 2, 14, 75

937, 943, -0 3, -0 2, 14, 75

937, 943, -0 3, -0 2, 14, 75

955, 957, -0 4, -0 3, 14, 56

955, 957, -0 4, -0 3, 14, 56

955, 957, -0 4, -0 3, 14, 75

957, 943, +0 3, -0 3, -0 3, 14, 76

967, 993, -0 3, -0 4, -0 3, 14, 76

104, 105, +0 3, -0 3, -0 3, -0 3, -0

104, 105, +0 3, -0 3, -0 3, -0

104, 105, +0 3, -0 3, -0

957, 984, +0 3, -0 3, 15, 56

977, 984, +0 3, -0 3, 11, 55

977, 984, +0 4, -0 1, 15, 55

977, 984, +0 4, -0 1, 14, 41

953, 953, +0 4, +0 1, 15, 55

977, 984, +0 4, +0 1, 15, 55

971, 984, +0 4, +0 1, 15, 55

972, 984, +0 4, +0 4, 11, 55

923, 933, -0 -0 1, 11, 46 • No information svailable—previous day's price † Only one market maker supplied a price. Twiny one market makes supplied a price.

Straight Bonds: The yield is the yield to redemption of the mid-price; the amount issued to in millions of currancy units except for Yen bonds where it is in billions. Change on week = Chonge over price a week sertier.

ENTE NAZIONALE PER L'ENERGIA ELETTRICA U.S. \$100,000,000

Floating Rate Debentures due 1989

Convertible at the holders' option into

13% Fixed Rate Debentures due 1992 Guaranteed by the Republic of Italy

Daiwa Securities Co. Ltd.

Swiss Bank Corporation International Limited LTCB International Limited

Banca Commerciale Italiana Mitsui Trust Finance (Hong Kong) Limited Sanwa Bank (Underwriters) Limited

Commerzbank Aktiengesellschaft Nippon Credit International (HK) Ltd. Sumitomo Finance International Yasuda Trust and Finance (H.K.) Ltd.

DBS-Daiwa Securities-International Limited Takugin International (Asia) Limited

London & Continental Bankers Limited Westdeutsche Landesbank Girozentrale

Yokohama Asia Limited

Italian banks to consider funds for Ambrosiano

banks are due to decide in Bridge in London. Milan today whether to set up a consortium to provide fresb funds for Baoco Ambrosiano, to be channelled to some of its financially troubled overseas

It is not clear how large the injection of new resources would be, although it is reliably said to be "considerable."

Nor is it known whether the arrangement will be limited to the extension of guarantees for fund-raising operations by the Milan hank's foreign offshoots, or whether it will involve an increase in the capital of Banco Ambrosiano Spa, the master company of the group, cur-rently standing at L50bn rently s (\$35.7m).

The latest move is among the most important developments since the three commissioners began their probe of Ambro-siano's affairs on June 21, three days after the body of Sig Roberto Calvi, its president,

1021

The new funds are understood to be required by the foreign affiliates of Ambrosiano to cover resources committed to Panamanian and other companies believed to be linked to the Instituto per le Opere di Reli-gione (IOR), the Vatican bank.

This exposure in turn was covered by letters of patronage issued by the IOR. The latter, however, has made clear that it is only prepared to accept responsibility for a \$250m loan by the Lima-based Banco Andino, controlled by Banco Ambrosiano Holdings of Luxembourg.

bourg.

It was being made clear fresh the that yesterday resources were needed to prevent possible failures both inside and outside Italy. For that reason the hanks commissioners are confident that "good sense will prevail" and that the consortium will be

It was reported yesterday request if from Switzerland that negotiations are also under way for the Minister.

GROUP of major Italian was found under Blackfriars disposal of Ambrosiano Luxem-nks are due to decide in Bridge in London. bourg's 45 per cent bolding in the Lugano-based Banco del Gottardo. However, such suggestions are being described in Milan as premature. Although a sweeping overhaul of Ambro-siano's foreign holdings—the source of most of the uncertain-ties surrounding the group-seems certain, the main concern at the moment is to regu-larise outstanding credits by the

> Sig Calvi's disappearance a month ago was apparently pre-cipitated by the letter of May 31 from the Bank of Italy demand-ing an explanation for the exposure of certain affiliates, including the Banco Andino. to risks involving \$1.4bn, part of which at least is said to have bee ounderpinned by letters of paternage from IOP patronage from IOR.

overseas subsidieries.

Pressure meanwhile remains

Allianz hit by mounting competition

By Our Financial Staff

LLIANZ VERSICHERUNGS the largest composite insurance group in Europe, will find It difficult to stop insurance earnings falling further in 1982 Pressure from competition and costs is continuing, says man-agement board chairman Herr Wolfgang Schieren.

But he told shareholders a the annual meeting they will not be disappointed with the results this year. Helped by high interest rates, non-in-surance profits will be at least mazintained, he said.

Group domestic premium Income rose by about 8 per cent in the first half of 1982. This growth rate would ease in the second half by one or more percentage points as a result of poor performance in motor markets, which dominate

Other private insurance business became more difficult intense on the Holy See to make a clear statement on the involvement of IOR with Ambroincreased new industriel business. Herr Schleren said volvement of IOK with Palants siano, following last week's business. Herr Schieren same request in Parliament by Sig foreign premium income growth was much weaker than last year's strong growth.

RIUNIONE **ADRIATICA** DI SICURTA' MILAN - ITALY

The Company's Annual General Meeting was held in Milan on 28th June 1982 with Mr. Ettore Lolli in the chair.

The Directors' Report and Accounts for RAS' 143rd financial year ended 31st December 1981 were duly adopted. A profit of Lit. 10.4 bn. was recorded after allocating Lit. 22.7 bn. to the Securities and Currency Exchange Fluctuation Reserve. A dividend of Lit. 1,400 per share was declared on an equity base three times larger than last year's following the increase of capital from Lit 21.6 to 64.8 bn.

The Directors' Report highlights the growth in business in Italy and elsewhere achieved during the year and notes the Company's substantially strengthened assets structure, resulting in a solvency margin which exceeds by Lit 84 bn. the minimum legal requirement.

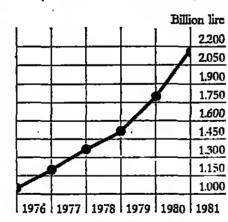
Premiums written in Italy rose overall by 25%, with increases of 28% being attained in the Fire Account, 33% in the General Third-Party Liability Account and 35% in the Bond and Credit Indemnity Accounts. Aggregate growth in the Life Branch in Italy was 23%, with individual life assurance premium income rising by 29.4%. This significant advance is attributable to the successful introduction of new indexed life policies and combined insurance-unvestment plans.

Premium income in other accounts also showed sansfactory growth, but in some branches such as Thurd-Party Motor Liability and Marine and Cargo it proved inadequate to cover the higher cost of claims. The dividend will be payable as from 19th

HIGHLIGHTS OF ACCOUNTS (A) RAS ONLY, DOMESTIC AND FOREIGN BRANCH OFFICES

	1301
Premium Income	418,362,752
Investment Income	58,870,437
Claims, Maturities and other Benefits paid	227,632,158
Insurance Reserves, Non-Life Branch	349,888,758
Insurance Reserves, Life Branch	299,486,101
Life Sums assured	2,308,131,264
Share Capital	28,315,490
General Reserves	109,833,032
Profit for the year	4,558,839
	 _

PREMIUM INCOME OF THE RAS GROUP (ITALY AND ABROAD)



SALES OF THE RAS GROUP Premium income breakdown in 1981

RAS Group, Life Business	
Total premiums	951,923,913
Foreign Group Companies	464,012,844
Other Italian Group Companies	69,548,317
(in Italy and abroad)	418,362,752

This announcement appears as a matter of record only.



البنك التجاري الكويتي شرع The Commercial Bank of Kuwait SAK

U.S. \$40,000,000

Floating Rate Certificates of Deposit due July, 1985

European Banking Company Limited

The Arab Investment Company

Chemical Bank International Group

Gulf International Bank B.S.C.

Kredietbank International Group

Europartners Bank (Nederland) N.V.

Kuwaiti-French Bank

Sumitomo Finance International

Agent Bank European Banking Company Limited

PIERREL S.p.A. \$4,000,000 Medium Term Loan

Managed by Banca Nazionale del Lavoro

Banca della Svizzera Italiana

Funds provided by Balboa Finance S.A.

Banca della Svizzera Italiana -Nassau Branch, Bahamas-

Banca Nazionale del Lavoro -London Branch-

Canadian American Bank S.A. Turis AG

Agent Bank

Banca Nazionale del Lavoro -London Branch-

Italtel halves six-month losses

BY JAMES BUCHAN IN BONN

ITALTEL, the Italian state- in the first half of 1981. telecommunications to recover from a period of crippling losses end low productivity, more than halved its osses in the first balf of 1982.

It lost L50hn (\$35.5m) against a loss of L106.8bn in the first half of 1981. Sales rose 40 per cent to L350bn and the operating margin, before financial charges and other items, was positive to the tune of L30bn, against a loss of L40bn

The company, which belongs to the IRI-Stet holding com-pany, is in the course of a major programme of reorganisation and labour force reductions to recover from the effects of ill-planned expansion in the 1970s.

That expansion was fatally undermined by the failure of Sip. the main telephone utility and another subsidiary of Stet, to maintain its ordering pro-

gramme beceuse of financial difficulties of its own.

The problems of Sip are now The problems of Sip are now heing sorted out, so that orders to Italtel are increasing. Italtel itself, whose managing director is Sra Merisa Bellisarlo, is cutting its labour force, which is down to under 25,000 against nearly 29,000 at the end of 1980. The Milan based company says that sales per head rose 50 per cent per bead rose 50 per cent between the first half of 1982 end the first helf of 1981.

Postbank proposals attacked

BY WALTER ELLIS IN AMSTERDAM

ons. has attacked the Governons, has attacked the Govern-ment's present proposals for a remain civil servants, with in-state-owned Postbank. the state and its staff will remain civil servants, with in-flation-proofed pensions and job

A atatement said that the banks were deeply disappointed that no changes had been made to the planned Postbank legislation so that, from the intended starting dete of January 1984, they would have to compete with a state-owned body paying less taxes end enjoying govern-

Under the intended legisla-

loans will be backed in total by

security.

The Postbenk, under the presidency of Mr Cornelis Schotsman, is a development of the existing Post Office Savings Bank and will have a virtual creation of revenue for the clients and is boping, through

Holland's commercial banks. with the sole exception of Rabobank, have been against the idea from the start. They claim, however, that their criticism is not based on fear but on principle

monopoly of control over Hol- state, is the creation of employland's transfer payments system ment. In reply the commercial for bills and salaries. It will banks say that, with civil seralso be able to lend to corporate vants stetus for the Postbank staff and with state-aided entry such state-backed loans and by inlo an already crowded industion, formally adopted on Wed-nesday by the Dutch interim to become the country's fifth jobs being put at risk than are cabinet, the Postbank will pay largest bank from day one of likely 10 be created.

Why the Philippines finds foreign borrowing difficult

THE PHILIPPINES Government has met increased difficulty in obtaining desired terms on foreign credits by showing a preference for local borrowers momentarily to retreat from the international retreat from the international for a turn-around on a recovery terms on foreign credits hy showing a preference for local borrowers momentarily to retreat from the international market place. Bankers abroad stand firm in increasing their interest charges and in shorten. interest charges and in sbortening their funds' maturities, and
The Philippines may borrow
much less than the \$1bn that
it set as a target for external
commercial borrowings this

year.

The Philippines' reluctance to accept stricter conditions was demonstrated by the state-owned Netional Development Company (NDC), which first approached the market early this year but promptly withdrew after it failed to get its specified terms.

specified terms.

NDC, which is the investment arm of the Ministry of Trade and in the Ministry of Trade and Industry, was oegotiating for a \$250m, 10-year loan with a margin of 0.875 per cent over the London interbank offered rate (Libor). However, Hong Kong-based lenders offered only \$100m with an eight-year maturity and an interest rate of 1 per cent over Libor.

of 1 per cent over Libor.

The bankers refused NDC e
terms pertly because the company is a newcomer to the interoational market. But more importantly, they are getting more concerned over the country's weak economy. Exports of raw commodities and agricul-tural products did badly last

For the first time in four years, exports dropped in 1981 by 4 per cent to \$4.5bn from 1980's \$4.7bn. Domestic activity has also been sluggish thanks to a combination of tight credit and weak local demand.

The outcome bas heen a static economy. Real growth rate last year was 4.9 per cent, just marginally higher than 1980's 4.7 per cent. But even the 4.9 per cent growth reported by tha Government was disputed by the International Monetary Fund, which estimated the real growth rate to be only 2.5 per cent.

The Government is currently regulating with the The Covernment of t

negotiating with the IMF for e standby credit facility to help it tide over its buge payments deficit. As et the end of this A foreign banker said that maturity required is eight to year's first quarter, the overall because of the slow inflow of 10 years.

from recession of mapor trading partners in the West, especially

Bankers, bowever, doubt if a global recovery is forthcoming in the short?term. They remein cautious about their exposure to the Philippines, and anxiety is running high over the continuing decline io demand for, and the depressed prices of sugar coconut oil and copper sugar, coconut oil and copper— the country's major commodity

They are also not hopeful that manufactured exports can sustain their growth indefinitely.

Bankers remain cautious the health of President Ferdinand Marcos. about their exposure in obtained by a Philippine borthe Philippines and are rower, the Central Bank, still carried favourable terms. The sale decline in demand managed by 12 foreign banks. for the country's major commodity exports, reports Emilia Tagaza from Manila

The shortfall in foreign The shortfall in foreign exchange earnings bas forced local debtors to resort to stop-gap short-term, but more costly, funds. With outstanding debts—both fixed term and revolving credits—having reached \$16bn as at the end of last March, landers' ettention is now lurned. lenders' ettention is now lurned closely to the country's 'debtservice retio.

Last year, debt service ratio reached 19 per cent, quite close to the self-imposed limit of 20 per cent. However, the IMF's figure for the Philippines' 1981 debt-service ratio is much higher at 22.6 per cent, since its computation does not consider short-term debts as foreign exchange receipts. The Philippine Government includes

Philippine Government inclines latest Central short-term loans among its Maturities has foreign exchange receipts so restricted, for that its ratio is pulled down.

country's largest copper pro-ducer, has paved the way for this move. Atlas' creditors, led by Bank of America and Wardley OTD, have agreed to another four-yeer grace period for an \$80m loan, so that Atlas will resume payments in 1986. Many foreign banks are nearing their country, timits for lending to the Philippines. An

American banker says that banks are unwilling to raise the limite precisely hecause of the country's weakening economy. Another reason why banks are unwilling to raise their lending limits is their uncertainty over

managed by 12 foreign banks, has a 10-year maturity and a spread of 0.625 per cent over Libor for the first three years, rising to 0.75 per cent for the last seven years. However, the participants had difficulty closing the loan because the margin was for love for most harks. was too low for most banks.

Abanker who was approached by the Central Bank said that some of the participants were finsity persuaded to join the syndication because the bank promised them some collateral business. However, some of the banks are still waiting to see the promise fulfilled.

The terms of the \$325m Central Bank loan have been made the guideposts of all foreign borrowings during the rest of the year. The bank. which approves all foreign loans, has stipulated that credits guaranteed by government must bave interest spreads that do not exceed by 0.25 per cent the terms of the latest Central Bank loan. Maturities have also been restricted, for loans of more

July: 1962

S.A. Breweries taps U.S. banks for \$100m credit

BY BERNARD SIMON IN JOHANNESBURG

SOUTH AFRICAN Breweries, South Africa, although ESCOM, their South African business to the consumer goods manufact be electricity utility, recently turer and distributor, has raised arranged a small eight-year \$100m from a group of seven bond, leading U.S. banks, Mr Selwyn MacFarlane, SAB's financial director, confirmed yesterday. The credit matches one raised late last year by AECI, the country's largest chemicals

producer, as the biggest

medium term foreign borrowing

by a private sector South African company. The credit is for seven years, and carries a spread of 0.75 of U.S. banks in particular are still under some political pressure a percentage point over the under some political pressure London inter-bank offered rate not to lend to South Africa. for the first three years rising to 0.875 of a percentage point for the remaining four.

Seven years is normally the outside Johannesburg, and U.S. maximum maturity for loans to banks have largely confined

The SAB issue was lead managed by Manufacturers Hanover, participants included Chase Manhattan.

Like most other South African loans, no public announcement has been made of the SAB credit. The company is worried that disclosure of the par-ticipating banks' identities will Morgan Guaranty withdrew cerlier this year from a \$160m credit for black local authorities

the corporate sector.

The SAB loan is further evidence of the increasing activity nf South African borrowers on international capital markets in recent months. Total long-term capital inflowa reached a record of R672m (\$590m) in the first three months of this year, compared to R357m in the whole of

for R340m of the January-March

. The authorities have encouraged offshore borrowing to fund a record current deficit on the balance of payments. In addi-tion, tighter cash flows have prompted many companies to increase their debt commit-

> Sales of electrical household goods were unchanged to account for 28.7 per cent of the

favourable domestic sales. In total, consumer electronics sales rose by 4.4 per cent to account for 53.5 per cent of fotal turn-

Sanyo

Electric

By Our Tokyo Staff

and abroad.

lifts interim

profits 16%

SANYO ELECTRIC, 6 major

integrated electric appliances

maker, reported a 16 per cent

rise in unconsolidated operating profits to Y23.32bn (\$91.5m)

for the first half ended May,

helped by buoyant sales of video tape recorders in Japan

Higher corporate taxes how-ever, limited the growth of unconsolidated net profits to 4.3

per cent or to Y21.28bn on salea

ahead by 6.7 per cent to Y869.13bn (\$1.45bn).

Sales of commercial electrical equipment rose by 14 per cent to account for 9.3 per cent of turnover. Sales of paraffin space heaters jumped 138 per cent to account for 4 per cent of the total, thanks to strong

exports to the U.S. Total exports rose by 5.4 per cent to account for 54.4 per cent of turnover. Sanyo expects some recovery in the second half ending November in exports of cassette

tape decks and further growth in sales of VTRs. Full year pre-tax profits are expected to rise by 9.8 per cent shaw, who has retired. to Y48bn while net profits are expected to reach Y26bn, np 8.6 per cent, on sales of Y830bn,

10.3 per cent. The company said it will consider a dividend rise COLLINS.

DELTEST appointed Mr David Hutchings Davum Steel Company,

New chief at **Kenning Motor**

Mr H. Oxspring has been as a non-executive director. Mr appointed chairman of Hutchings is a director of Mid-KENNING MOTOR GROUP and land Bank Industrial Finance. Mr J. M. Foster, managing director, to fill the vacancy caused by the death of Mr David B. Kenning. Mr G. B. J. Kenning has been elected secretary. Mr

1965 and director in 1974. Mr Michael Valentine has been appointed a non-executive director of CRODA INTERNATIONAL. Mr Valentine is a senior director of S. G. Warburg and Co.

Oxspring became assistant com-

Sales of VTRs increesed by 87 per cent. Audio sales fell 26.3 per cent, however, because an sudio equipment recession in overseas markets offset Mr Richard Thompson has been appointed managing direc-tor of KONTAK MANUFACTUR-ING COMPANY. Kontak is a wholly owned subsidiary of EIS

Dr H. Berie Wright has been made chairman of the BUPA MEDICAL, CENTRE. He succeeds Mr Harry Axton who is relinquishing the chairmanship in view of his other commitments.

PEAT MARWICK MITCHELL AND CO. has made Mr P. J. R. Evans a partner in its Liverpool

HALIFAX BUILDING SOCIETY has made deputy chief general managers, Mr N. S. Watson and Mr R. C. Wheway,

Dr Tony J, W. Cameron bas been appointed chairman of ROBERT H. LOWE, of which he bas been chief executive since June. He succeeds Mr J. Robert-

Mr Peter Maitland has been appointed a director of Mr Eric Machell, has been ARBUTHNOT INSURANCE made financial director of SERVICES and of GOLDING CEMENTATION INTER-

Mr Seymour Fortescue has been appointed chief executive of BARCLAYCARD from July 12.



Mr Seymour Fortescue

who has been appointed divis-ional general manager of the hank's management services department.

Mr K. G. Robertson has been appointed chairman of the EAST MIDLANDS GAS CONSUMERS' COUNCIL until June 23 1885.

Mr Ashley Errington, the London regional manager of SCHRODER LIFE ASSURANCE since January 1978, has been appointed agency manager, broker division from November

NATIONAL, a Trafalgar House

* Company. He was formerly
SYSTEMS has managing director of the

£4m boiler order for Babcock Power

£14im combined heat and power station project to be built by the Midlands Electricity Board at

Fort Dunlop, Birmingham B6bcock Power will be pro-viding two of its LS type water tube boilers, fitted with Style 28X travelling grate stokers, each rated at 25MW st 24 Bar. The Babcock Research Centre at Renfrew in Scotland will assist the MEB with some of tha thermal design philosophy for the overall plant.

A contract worth £2.7m has been awarded to TMC by British Telecom for the supply, installation and commissioning of stallation and commissioning of 140M bit/s digital transmission systems linking London, Birmingham, Manchester and Reading. The contract calls for installation to start in eutumn 1983 with completion of the system by early 1984

Transmission of 1,920 telephone channels or other digitally encoded signals will he possible with the system which will be utilising a number of spare coaxial cable pairs in the 60MHz installation.

MECHATHERM ENGINEER-ING has received orders totalling over £1.5m for contracts to supply furnace equipment at home and overseas. The orders include a complete aluminium remelt shop for Almex, South Africa, a continuous coil spring making plant for the UK, a liftoff cover furnace for Gray Tools, Scotland, a recuperative system for a billet heater at Alcan Benelux, and an bomogenizing plant for the aluminium smelter in Bahrain.

GEORGE'S GROUP'S ST GEORGE'S GROUP'S Scottish subsidiary, based in Edinburgh, has just signed a £1.5m long-term contract with Gleneagles Hotels. The contract covers the three botels in the group—Gleneagles Hotel, Perthshire; Caledonian Hotel, Edin-

The Birmingham-based shell burgh; and North British Hotel, boiler division of BABCOCK Edinburgh; and is for a period POWER bas won a contract of five years. St George's Group worth nearly £4m to supply coal-will provide a comprehensive fired boilers with associated lineo hire, garment and laundry, plant, which will form part of a service.

> FORD AND WESTON (South West) has an award from the City of Gloucester for \$2 dwellings at Tuffley, Gloucester, to be constructed in a 70-week period, contract value £1.1m.

BOVIS has won a £1.1m contract by the Yorkshire Water Anthority to construct a new

pumping station, tunnel and out-fall at Gilberdyke.

The Dover District Council has also awarded a £540,000 coast protection contract to Bovis at the village of Kingsdown, 5 km south of Deal.

BESTOBELL INSULATION'S projects division has won a flm order from Babcock Power 10 insulate the dranght plant of the number four boiler which is the first unit of the three-unit Drag completion project near Selby in Yorkshire. Work starts on October 1 and the contract period is 10 months.

MORE WORK for WIMPEY in June involves a £2.3m office block for the South Western Electricity Board in Trevenson Lane, Pool, Camborne, Corn-wall. This will have a floor area of about 4,500 square metres with a ground floor of reinforced concrete slab and a reinforced concrete troughed first...floor—it will be steel framed from the first floor upwards.

Jobs for the Bristol office include a £1.26m scheme for the Electricity Supply Nominees of Millbank, London, comprising a two storey office block on the Aztec West development at Almondesbury, near Bristol.

The Leeds office has a £246,000 refurbishment project from the City of York Council for 32 flats in Burdyke Avenne,

Advance at Mitsubishi Heavy

BY YOKO SHIBATA IN TOKYO

MITSUBISHI HEAVY Industries, per cent (up 44.8 per cent); payments by Y3.8bn to Y25.6bn, Japan's largest heavy machinery chemical plant 2.6 per cent (up and economies of scale because of higher production volume.

75.3 per cent); machinery dividual subsidiaries including sion 8 per cent (up 12.5 per cent); aircraft 5.3 per cent (up dated net profits by 8.1 per cent); aircraft 5.3 per cent (up and economies of scale because of higher production volume.

A higher corporate tax burden (up Y3.82hp (S94m) in the year very indicated and in motor imiting the rise in net profits to dated net profits by 8.1 per cent to Y23.92bn (\$94m) in the year ended March.

MHI's consolidated sales rose by 12 per cent to Y3,013.9bn (\$11.8bn), mostly as a result of higher sales of products except

Of total turnover, sales of the shippuriding division accounted for 8.3 per cent (up 42.9 per of Y8.6bn compared with a loss cent); the eogine division 13.9 of Y6.8bn, a reduction in interest increase in sales,

Record income

at Hsin Chong

By Robert Cottrell in Hong Kong

HSIN CHONG HOLDINGS, a

Hong Kong property group, has reported record net profits of HK\$101.5m (US\$17m) for the

year ended March. A sharp fall

in extraordinary gains, bowever,

leaves total net profits of HK\$109.5m, slightly lower than

the HK\$114.8m achieved a year

earlier. Extraordinary gains for

the previous year bad added HK\$73.3m to net profits of HK\$41.5m.

Last week, the group's quoted subsidiary, Hsing Choog Properties, reported net profits

of HK\$82,7m; ahead of the HK\$62m forecast made in its

of 16 cents a share, making 22

cents for the year, which the directors say is equivalent to a

120 per cent increase over the

previous year's dividend.

A one-for-five scrip issue is

Hsin Chon board proposes a final dividend

prospectus.

1980 .

vehicles 47.3 per cent (down 1.9 per cent).

Exports rose 18.3 per cent to account for 37 per cent of the

Pre-tax profits jumped by 72 per cent to Y53bn because of a number of favourable factors.

major Japanese bearing maker,

Increased consolidated net in-

come for the year to March by

10.6 per cent on a 5.8 per cent

rise in sales. The net rose to Y9.79bn (\$38m) from Y8.85bn

a year earlier. Sales rose to Y219.62bn from Y207.52bn.

Earnings per sbare eased to Y36.04 on 271.7m outstanding

shares from Y37.33 on 237.2m

Y10bn while sales are

expected to show a 4.7 per cent

The improved margins in the year just ended reflected gains posted by the company in its

unconsolidated results. As pre-

outstanding sbares.

flotation expected to rise by 2.1 per cent

increase to Y230bn.

Improved margins boost

The company predicted more net loss of Y493bo (\$19.5m) modest gains in the current ln the year ended March,

fiscal year. Consolidated net is widening sharply from a Y374m

viously reported, NTN Toyo's struction plans. Special retire-unconsolidated net jumped by ment allowances paid out 37.3 per cent to Y7.45bn as amounted to about Y3.7bn.

NTN Toyo Bearing

Parent reported earlier showed a 4 per cent rise in net profits to Y12bn, while sales rose by 27 per cent

The company is forecasting fiat group profits for the current

NTN Toyo cited strong sales

and production plus cost-cutting

moves for the earnings gain. I

noted, though, that export sales

in the EEC and South-east Asia

were little changed from a year

earlier although sales in the

Mitsui Mining and Smelting Company posted a consolidated net loss of Y4.93bo (\$19.5m)

loss in the previous fiscal year.

Sales dipped by 5.8 per cent to

setheck in part to special losses resulting from the com-

pany's decision to dismiss 1,160

employees as part of its recon-

Mitsui traced the earnings

Y286.22bn from Y302.749bn.

from Y7 a share last year if these earning targets are NTN TOYO BEARING, the sales rose by 6.5 per cent to

8y Our Financial Staff

Earnings per share edged up to Y19.75 from Y18.69. The net earnings reflected a strong performance by the parent company. Parent hy 13.5 per cent to Y11.76bn despite a sales increase of only 3 per cent to Y811.66bn.

The pace of net earnings

Japanese builder ahead

FAISEI Corporation, Japan's second largest construction company, reported lifted consolidated net profits by 5.7 per cent to Y15.25bn (\$60m) from Y14.43bn in the year ended March. Sales rose by 3.2 per cent to Y974.28bn from Y944.19bn.

growth slowed down from 41.8 per cent in fiscal 1980 as a result of sluggish construction scrivity during the year.

Notice to Boudholders: CANON, INC.

63/% U.S. Dollar Convertible Bonds due 1995 (The "Bonds")

ADJUSTMENT OF CONVERSION PRICE AS A RESULT OF CERTAIN EVENTS DESCRIBED HEREIN

Notice is hereby given as follows:

June 28, 1982

Adjustment for issuance of convertible securities:

As a result of the issuance by Canon, Inc. on June 29, 1982 (tha data of issuance) of its (1) U.S. DI, 50,000,000 7% Convertible Bonds due 1997, (2) Swiss Francs 175,000,000 6% Convertible Ronds of 1982-87 and (3) DM 40,000,000 6.25% Convertible Rearer Bonds of 1982-89 (together the "securities"), with initial conversion prices per share of (1) Yen 823, (2) Yen 825 and (3) Yen 823, respectively (in each case before adjustment for tha free distribution of shares referred to in (2) below, and with fixed rates of exchange applicable to the conversion of the securities of (1) Yen 248.90 = DL1, (2) Yen 123.08 = SF1 and (3) Yen 104.03 = DMI, respectively, and owing to the fact that such initial conversion prices are each less than the current market price per share on June 29, 1982 of Yen 830 (as determined in accordance with Condition 5(C) (6) of the Bonds), the conversion prices for the Bonds of Yan 810.60 per share in effect prior to the issuance of the securities would, but for the provisions of Condition 5(C) (9) of the Bonds, be decreased to Yen 809.90 per share according to the calculation based on the total number of shares contains to the calculation based on the total number of shares contains to the calculation based on the total number of shares outstanding on June 28, 1982 (the day in Japan immediately preceding the date of issuance of the securities) of 347,772,944 shares, pursuant to Condition 5(C) (4) of the Bonds. By reason of said Condition 5(C) (9), such adjustment less than one Yen shall be carried forward.

2. Adjustment for free distribution of shares:

As a result of the issuance on July 1, 1982 of new shares for free distribution in the ratio of one for ten to the shareholders of the condition in the ratio of one for ten to the shareholders of the condition in the ratio of one for ten to the shareholders of the condition in the ratio of one for ten to the shareholders of the condition in the ratio of one for ten to the shareholders of the con 1. Adjustment for issuance of convertible securities:

As a result of the issuance on July 1, 1982 or new shares for free distribution in the ratio of one for ten to the shareholders of record as at June 30, 1982 (the record date), which free distribution of shares was previously notified to you, the conversion price as carried forward as stated in (1) above of Yen 809.90 per share shall be decreased to Yen 736.30 per share, effective on July 1, 1982 (Tokyo time), pursuant to Condition 5 (C) (1) of the Bonds.

U.S. \$50,000,000

Hapoalim International N.V.

Guaranteed Floating Rate Notes 1985

For the six months 12 July 1982 to 12 January 1983 The Notes will carry an

interest rate of 161% per annum Coupon Value US\$\$43.33

Listed on The Stock Exchange, London Agent Bank — National Westminster Bank PLC, London

CANON, INC. Ryuzahuro Kaku

President and Representative Director

Keppel Shipyard expects slower earnings growth

KEPPEL SHIPYARD, Singa-ginal growth." the company's pore's biggest ship repair com- after-tax profit is projected in pany, expects a slump in ship repair activity and a decresse in oil rig orders to hold 1982 pre-tax profit growth to 10 per cent or less, AP-DJ reports from Singapore.

In 1981, pre-tax profits jumped by 47 per cent to a record \$\$153m (U.S.\$71m). Keppel also builds ships and oil rigs, but ship repairing pro-vided 73 per cent of its 1981 profit. The company is 71 per cent owned by the Singapore Government.

Mr Chua Chor Teck, the managing director, said that although first-half results were slightly higher than a year earlier, be expected a deterioration in the second half. The forecast was "fairly gloomy for at least the next six months,"

Keppel is expected to release first-half figures around the end of this month. The company's first-half pre-tax profit last year was S\$61m.

Mr Tay Kim Kah, the financial controller, said Keppel's pre-tax profits would rise "by at most 10 per cent" for 1982. Other forecasts are less optimistic. James Capel and Company, a London-based stock analysts, said in a report that Keppel would achieve "marthe report to rise by only 3 per cent to S\$90m.

Keppel, which was listed on the London Stock Exchange last month, recently set up a bank in the Cayman Islands which will bave a range of commer-cial services. Mr Tay said the bank could be used to finance Keppel's customers and it may also participate in syndicated loans. Last year, Keppel entered the money-broking busines6 in Singapore in a joint venture with a Japanese com-pany. In addition, the group owns a finance company which provides a range of financial

A Keppel analyst estimates that the group's financial services could provide up to 40 per cent of group profits by the

The Bank of Nova Scotia U.S. \$200,000,000 Floating Rate Debentures Due July 1994 For the six mouth period

July 8th 1982 to January 10th 1983 the Debentures will bear an payable January 10th 1983.

interest rate of 16 % per snaum. with a Coupon Amount of US\$839.58 Bankers Trust Company, London



LASMO Eurofinance B.V. (Incorporated in The Netherlands with limited liability)

Floating Rate Guaranteed Notes due 1989 with Warrants to subscribe 13% Guaranteed Bonds due 1992 ted in U.S. dollars or pounds sterling Notes and Bonds unconditionally guaranteed by

London & Scottish Marine Oil PLC (Incorporated in England under the Companies Acts 1948 to 1967) In accordance with the provisions of the Notes and the Agent Bank Agreement between Lasmo Eurofinance S.V. and Citibank, N.A., dated July 6, 1982, notice is hereby given that the Rate of Interest for the initial Interest Period has been fixed at 1676% p.a. and that the interest payable on the relevant interest Payment Date, January 10, 1983, against Coupon No. 1 will be U55424.64 in respect of US\$5,000 nominal amount of the Notes.

July 9, 1982 By: Citibank, N.A., London

CITIBAN(O

Notice of Mandatory Redemption

The Rural and Industries Bank of Western Australia ("the Bank") A\$30,000,000 61/2 per cent. Guaranteed A\$/DM Bonds due 1987

1. NOTICE IS HEREBY GIVEN pursuant to the provisions of the Trust Deed dated 10th August 1972 constituting the above Bonds, that AS3,000,000 nominal of the Bonds is due for mandatory redemption on 15th August 1982. Pursuant to Clause 5(B) of the Terms and Conditions Applicable to the Bonds, 1,166 Bonds have been purchased by the Bants and AS1, 166,000 has been credited against the amount due for redemption.

2. The serial numbers of the Bonds drawn for redemption are as follows:—

3. Interest in respect of the Bonds to be redeemed shall cease to accrue on the redemption date and will be payable to that date in accordance with the Terms and Conditions Applicable to the 6 onds.

4. Payment of principal will be made at the rate of ASI,000 or, at the option of the bearer, DM3783, 10 for each Bond.

5. Payment of Bonds to be redeemed in Australian Dollars will be made upon presentation and surrender thereof, together with all Coupons appertaining thereto maturing subsequent to the redemption date, at the main office of the National Bank of Australiasa in London or, at the option of the bearer, at the main office of the Chase Manhattan Bank N.A. in London ("the Principal Paying Agent") or at its other offices, or at the other banks, set out below.

6. Payment of Bonds to be redeemed in Bettische Marks at the option of the bearer will be made upon presentation and surrender thereof, together with all Coupons appertaining thereto maturing subsequent to the redeemption date, at the main office of the Westdeutsche Landesbank Girozentrale in Düsseldorf or, at the option of the bearer, at the main office of the Principal Paying Agent or at its other offices, or at the other banks, set out below.

7. FOR PAYMENT IN DEUTSCHE MARKS, THE BONDS AND COUPONS APPERTAINING THERETO MUST BE DEPOSITED WITH THE PAYING AGENT FROM WHOM PAYMENT IS REQUIRED (TOGETHER WITH WRITTEN INSTRUCTIONS, WHICH SHALL BE DEEMED TO BE IRREVOCABLE, THAT SUCH PAYMENT SHALL BE MADE IN DEUTSCHE MARKS, NOT LESS THAN FOURTEEN DAYS PRIOR TO THE DATE OF MANDATORY REDEMPTION.

8. Bonds and Coupons shall be surrendered at the following offices:—

The National Bank of Australasia Limited,
6 Tokenhouse Yard,
London EC2

The Chase Manhatton Bank N.A.
Woolgase House,
Coleman Street,

The Chase Manhattan Bank N.A. One New York Plazz, 14th Floor. New York, N.Y. 10081

Nederlandse Credictbank N.V., Herengracht 458, Amsterdam 1002.

THE RURAL AND INDUSTRIES BANK OF WESTERN AUSTRALIA.

Dated: 9th July 1982.

Westdeutsche Landesbank Girozentrale, 56 Friedrichstrasse, 4000 Düsseldorf 1. London EC2P 2HD. The Chase Manhartan Bank N.A., Banque de Commerce S.A., 41 Rue Cambon, 51/53 Avenue des Aris, Brussels 1040. Luxembourgeoise, 43 Boulevard Royal The following Bonds drawn for redemption on August 1981 have not been presented: 11723 and 11734

THE PROPERTY MARKET BY ANDREW TAYLOR

New threat to GLC planning powers

is seriously considering pro- to determine applications which posals which would remove conflict with the approved strucmany of the remaining planning powers of the Greater London London boroughs. The GLC Council. Planning responsi- would have to respond to these bility would be left largely in approaches within 28 days and the bands of the London Draft regulations prepared by did fall outside the scope of the

the Conservative-controlled London Boroughs Association and currently being studied by the Environment Department would

At present, the GLC has the right to determine planning applications for all office hulldings over 30,000 sq ft. It may also direct London horoughs to refuse applications when these conflict with the approved structure plan for London. These powers would vanish if the London boroughs get their way.

the GLC into line with other metropolitan and county authorities which had their planning powers substantially reduced by the 1980 Local Government Planning and Land Act. This transferred much of the responsibility for planning decisions from the counties to the second-tier district councils. The GLC and the London horoughs were, however, excluded from the Act.

ture plan the GLC would only have to be consulted by the it would be left to the indivi-dual London horoughs to determine whether, in fact, a scheme

Greater London District Plan. Residual powers left with the GLC would include the right tn applications for major commercial schemes in London.

At present abolish almost all the GLC's determine applications affecting GLC would also be able to determine applications on certain types of proposed develop-menta within "50 metres of the centre of a Category A metro-

The latest proposals have been made at a time when the Government is generally considering the future for the GLC The proposals would bring and even if there is really a need for a centralised strategic authority for the capital.

The Lahour-controlled GLC says that the issue transcends political differences over which direction planning policies should take. It believes that the GLC should have a major say on key planning matters which affect the capital as a whole and not just individual boroughs. It says that its ability to take and police decisions would be Under the proposed scheme, removed if the new plathe GLC would be left with few procedures were adopted. removed if the new planning

Unit trusts feel the pinch

property unit trusts by pensinn funds and the industry is clearly going through a difficult period following the record sales achieved last summer.

According to property unit trust managers, some pension funds appear to be switching out of property unit trusts to concentrate on direct investment in commercial property.

The response of institutions to new issues of units has been frankly disappointing during the first two quarters of this year. The June issue by Fleming Property Unit Trust, for example, raised only £800,000

THE NATIONAL BANK of Australasia has bid successfully for the second atage of Quantas Airways' International Square development in Sydney. In tendered a lump sum premlum of A\$18m (£10.1m) for the 125-year ground lease. At the same time the bank has taken a 15-year lease on around 190,000 sq ft of offices in the adjoining 42-storey Qantas International Centre, which is now nearing completion.

The hank is acting on hehalf of its new parent, National Commercial Banking Corporation, which will be formed as a result of its merger with the Bank of CBC.

 A rare event in the City of London comes up shortly with the offer for sale of three prime freebolds. Following

THERE HAS been a sharp drop compared with the record units in purchases of British based £13.8m Fleming raised in the funds. some month a year ago.

Several institutions also appear to bave been reducing their existing holdings property unit trusts. Pension Fund Property Unit Trust, in its annual report published last week, revealed that last year the fund spent £5.1m more on repurchasing existing units than it raised from new

Fteming, which requires six months' notice of repurchases, which can he made only twice a year, says it has had no recent redemptions but is aware that

some institutions have sold its

the recent opening of its newly built London headquarters at 24 Lomhard Street, the Royal Bank of Scotland is to setl effices at Lombard Street, Birchin Lane and Bishopsgate.

Agents Drivers Jonas expect the properties to realise over £10m. Atl three are regarded as substantial refurblshment, or reconstruction

City of London office space availability declined last month, to 2.38m sq ft, for the first time since July last year, say Richard Saunders and Partners in their Jone 1982 City Floorspace Summary. They will be watching to see if this is the heginning of a trend, or part of a normal

seasonal pattern. The summary also notes that space fell on the City

Lazard Property Unit Trust bas also been having a more difficult time. Sales of new issues in March and June this year each raised around £1.26m compared with sales of £6.55m and £7.06m in the corresponding months in 1981.

Lazard also saw an increase io the level of redemptions earlier this year. In March redemptions totalled £2.67m while there was also a negative cash flow in December when redemplions totalled £2.4m compared with £1.5m raised from the December new issue of

of District Councils.

Mr Peter Archer, surveyor to fringe, now standing at 4.06m

sq ft, and that space let last onth at 174.000 sq ft was the Rates 1973-1982. highest figure since last Rises in rates vary from

● A letting of almost 12,000 sq ft at 8-9 Buckingham Gate, opposite Buckingham Palace, is understood to have approached the rent of £165,000 asked for by Cluttons and Richard Etlis, agents for the landlords, the Crown Estate Commissioners. Bernard Thorpe acted for the new tenants, the Passociation of Dietrict Crupells

Rates on 16 prime indusirial locations show an average increase of 13 per cent for the current rating year, while rent increases are on average well below inflation at 3 per cent compared with 10 per cent last year, say Debenham Tewsoo and

units independently of other Lazard Property Unit Trust, said that the redemptions had largely reflected one or two special situations and that redemptions in June had been only £4,126.

> Nonetheless it is a worrying time for property unit trust managers, who are concerned that in a difficult market some of the trusts' traditional customers may he looking for direct property investment at the expense of new unit trust business. Mr Archer stresses the performance of property unit trusts, which, he says "have generally outperformed direct investment into property over the past five years."

Chinnecks in their new survey on Industrial Rents and

only I per cent in Heathrow to 32 per cent in Luton. Com-ments Debenham Tewson Partner Frank Eul: "Tenants who dn not have a very narrow location requirement are now much more attuned than previously to 'shopping around' to get the best valuefor-money package that they

 Richard Ellis's disposal of Building the National Building Agency's lease at 7, Arundel Street, Londoon, WC2 offers, they say, an opportunity for a party to acquire a lease and have a fixed rent for a 21year period. The lease on the huilding expires in December 2007 and has a single rent review in December 1986.

long-term rewards.

sized, new, rack-rented property

Yields softening in U.S. market

U.S. PROPERTY yields are are 91 to 10 per cent for offices, softening and look set to con- 11 to 12 per cent for industrials tinue to do so over the next few and 101 to 111 per cent for months. Oversupply and insti-tutional concern over short term For offices the 19 Fnr offices the 1970a picture rental growth has hit the inundersupply replaced by while market vestment halance maying in favour of developers are suffering from high interest rates, falling tentenants. One example is in Washington where an estimated

ant demand and an ultra-con-servative approach to construc-14m sq it scheduled for completion over the next three to tion finance from the specialised four years outweighs a take-up rate currently running at 2m banks. Recent visitors to the U.S. property scene see a range of sq ft a year. short-term possibilities: Al one end of the range, an extension Industrial experience reflects the UK recessive pattern; meanwhile Erdman Ruhloff detects of existing problems caused by two distinct trends, with major industrial schemes tending to a hanking liquidity crisis which could precipitate a crash of 1974 UK dimensions. At the other the rising U.S. institutional commitment to long-term he restricted to owner occupiers while speculative developments, they say, generally provide small property investment which could underwrite attractive buy-

areas in huildings which often incorporate either substantial office areas or concepts aimed ing opportunities in a matter of at high technology users. In a downbeat "first" of a Retailing, as always, is a mixture but this time with series of regular reports on the U.S. property market, Erdman more downs than ups. Rubloff International, the asso-ciation of Edward Erdman in appears to he borne out in tha London and Arthur Rubloff and Company in Atlanta, Georgia, grasp the American reduced demand from anchor tenants and a tendency for

saturation to occur in suburhan

nettle with the implication that areas. the short-term sting could have The upshot could be declin-ing values in many areas. The brave decision—and not neces-They say flatly that the early months of 1982 have seen a sarily foolhardy, given the level progressive softeoing in the of yields, and the time horizon of potential investors— will he investment market, and that vields are getting softer by the the one which senses the month. Their estimate of prime bottom of the market. investment yields for medium-

(K) for Industry

ASHFORD, KENT

BORDON Nr Farnham

Two factory units 6,500 sq ft each

Industrial Sites

13.000 sg. ft.

3,000-12,000 sq. ft.

LONDON SE15 New Warehouse/Factory Unit

LONDON SW9

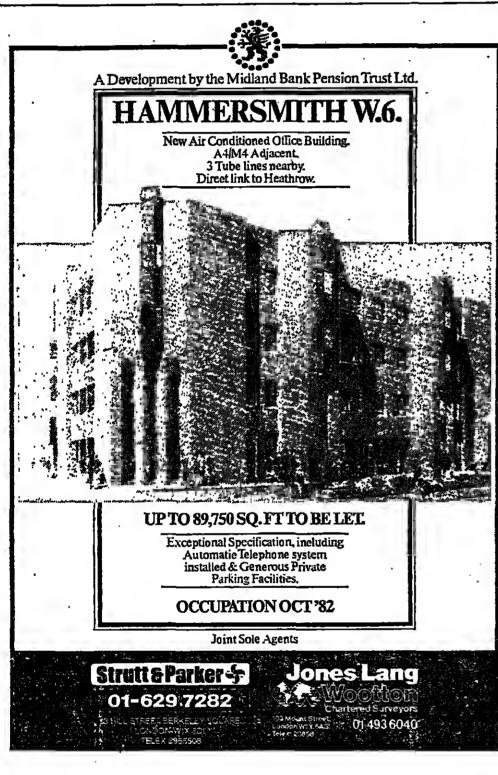
FOR SALE FREEHOLD

221,000 sq. fr. Headquarters/Factory/Warehouse

PARK ROYAL NW10

FOR SALE

WILLIAM COCHRANE



Now Only £ 10.50 PER SQ FT IN KNIGHTSBRIDGE'S PREMIER OFFICE BUILDING 6200 square feet TO LET LEIGHTON 01.734 4177

ONTHE INSTRUCTIONS OF GUARDIAN ROYAL EXCHANGE ASSURANCE GROUP No.1 PEPYS ST. LONDON EC3 SELF CONTAINED AIR-CONDITIONED

OFFICE BUILDING WITH CAR PARKING 27,000 sq. ft.

TOLET



CITY OF LONDON OFFICE 39 KING STREET, LONDON EC2V 8BA 01-606 3851 also London W1. Edinburgh and overseas.

Spencers Wood Near Reading ANOTHCE PROPERTY

9065SQFT TO LET OR FOR SALE

Cubson

Richard Elis

May & Rowden



Warehouses **lo**Let Unit 1 57,700 sq.ft.

-actories and



Richard Ellis Telephone: (0705) 824421 Telephone: 01-408 092

X.

Peterborougis

Factories and Warehouses from 3,000 sqft-NOW

RING John Case Chief Estates Surveyor FREEFONE 4321 (24 hrs)

Willam Willett CAPITAL

APPRECIATION

44 CHELSEA FLATS of which

HEAD LEASES average 60

PRICE £445,000 01.730 3435

200FT. FRONTAGE TO N. CIRCULAR ROAD, N12 11.175 SQ. FT. GARAGE/SHOWROOM PLUS SITE

FOR SALE - SUITABLE REDEVELOPMENT/ REFURBISHMENT/DIY

EACELLENT OFFICE SPACE Approx. 6.000 sq. ft. £4 per sq. ft.

Holborn area ★ CENTRAL HEATING * CARPETED. TELEPHONE: 01-952 3852

£1.45 SQ. FT. NEW LEASE 6 MONTHS RENT FREE LUTON FACTORY 10.675 SQ. FT. inc. 1,500 offices

Str

The second secon

IMMEDIATE POSSESSION MELLERSH & HARDING 01-493 6141 GLENISTER GREEN

"Yes H.O. I understand, in the heart of the City almost 18,000 sq.ft to let ... will six floors be satisfactory H.O.? excellent just what I was going to suggest. Well of course it will be air-conditioned-and carpeted throughout. To the highest standards H.O. it goes without saying. No Sir, I realise what you require are dignified and traditional City offices. And that is just what our architects have achieved by retaining the outer shell of a fine old building. Not that they haven't added a most impressive new entrance, and completely restructured the intenor to include two lifts and afford all modern facilities. Cannongate

ABERDEEN

EAST TULLOS INDUSTRIAL ESTATE 12.46 ACRES FREEHOLD LAND

- * Only one mile city centre and harbour
- * 180,000 sq. ft. warehouse/industrial facility
- * For occupation or redevelopment

For Sale Freehold or To Let Joint Selling Agents:

Taylor Rose

27 ALBEMARLE STREET LONDON WIX 3FA 01-402 1607

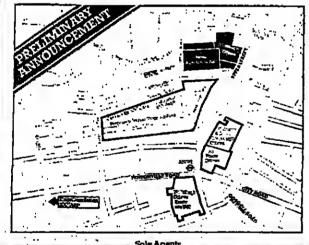
Chartered Surveyors, Valners & Estate Agents 33 ALBYN PLACE, ABERDEEN AB9 8SA

Royal Agricultural Hall Islington. 215,000 sq ft of Offices

Alongside the Interior Design Trade Centre, to be housed inside this historic building, will be

215,000 sq. ft. gross of new offices. Detailed planning and GLC consents have been given and possession is envisaged in 1984/5 subject to requirements.

Full specification, on site parking and facility for considerable subdivision if required.



READING

PRESTIGE NEW INDUSTRIAL DEVELOPMENT

> 23,600 SQ. FT. **IDEALLY SUITED TO** HIGH TECHNOLOGY ORIENTATED USER

- * Reflective glass to office elevations
- * High office content
- *Superb specification
- ★ Self-contained site

Completion June 1982 All enquiries to Sole Agents:

Consultant Surveyors 9 Castle Street Reading RG17SB 0734

588311

Gibson Eley

HASLEMERE

DÉLIGHTFUL COUNTRY TOWN yet only 49 minutes London by fast train SUPERB NEW AIR-CONDITIONED

OFFICES-8850 sq. ft. ADIOINING STATION

NO LOCAL USER RESTRICTION

Energy conservation design Private parking

HOUGHTON

GREAR & CO

7, HARLEY STREET, LONDON WIN IDA 01-580 9357

New Factory Warehouse units SOUTH EAST HERTS

from 3,500 sq.ft. upwards FOR SALE/TO LET purchasers can retain industrial building allowances



2 Chandos Street, Cavendish Square London W1M 0EH 01-323 4681

JOHN D WOOD

CITY OF LONDON FREEHOLD OFFICE INVESTMENT NORWICH

FREEHOLD GROUND RENTS

OBAN FREEHOLD OFFICE INVESTMENT 1,744 ACRES (404 LET) COMMERCIAL FARM
The above assets of a farming and property company

JOHN D. WOOD

23 BERKELEY SQUARE, LONDON WIX 6AL
TEL 01-629 9050 (Ref. DEG/REMA)

R. A. BENNETT & PARTNERS

29 SHEEP STREET

By direction of British Steel Corp.

LLANGATTOCK PARK CRICKHOWELL, POWYS

Standing in 11 acres of National Park CONFERENCE & TRAINING CENTRE

34,000 sq.ft. approx.

FREEHOLD FOR SALE



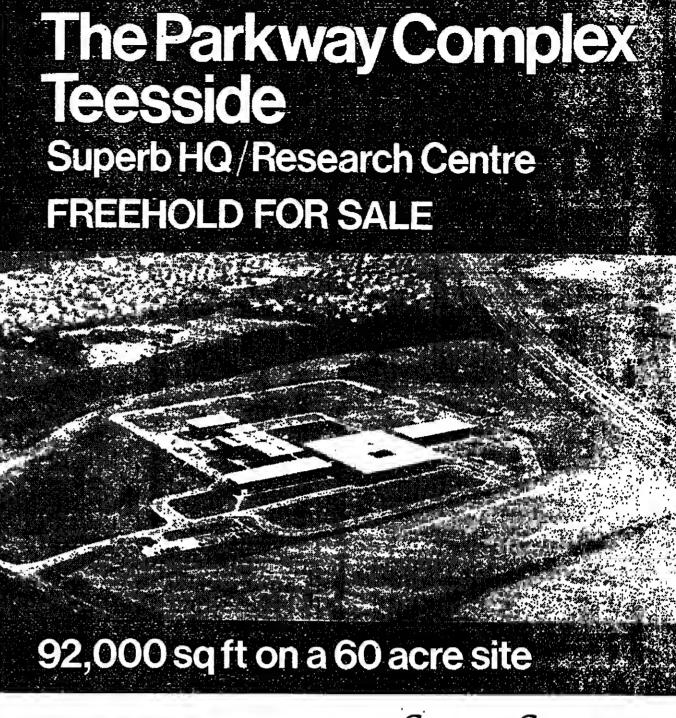
FREEHOLD or TO LET

NEW SELF CONTAINED FACTORY/WAREHOUSE

immediately available 10,600 sq. ft. WANDSWORTH BRIDGE, LONDON, S.W.11

Sandler, Galloway & Co.

10, Gees Court, Wigmore Street, London, W1M 5HQ



On the instructions of the British Steel Corporation



Weatherall **Green & Smith**

22 Chancery Lane London WC2A1LT

Storey Sons

Self-contained headquarters building 50,000 to 93,600 square feet approx

TO BE LET

● Town centre location ● All modern amenities ● Extensive car parking

Edward

NORTH CIRCULAR ROAD STAPLES CORNER

26,000 SQ.FT. WAREHOUSE Just yards from J1 of the M1 · High Office Content 25ft. to eaves · Heating & Lighting

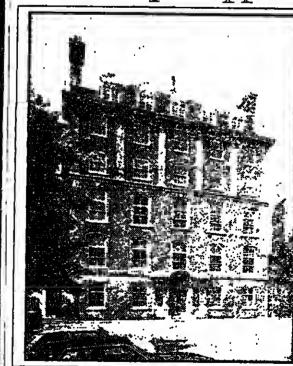
AVAILABLE NOW TO LET

SHEPHERDS Bernard Thorpe

01-499 0271

01-834 6890

Queen Square WC1 Period Office Building 13,000 sq.ft. approx.



Freehold for sale with vacant possession

DE&JLEVY

Estate House, 130 Jermyn Street, London SWIY-IUL Telex 267761.

27/29 FITZROY ST. Wal 3,918 sqft Offices including Residential:
374 EUSTON RD. NW1 6,693 sq ft Prominent Showrooms

Gooch Wagstaff 01-629 8814

Self Contained Offices LEASE

to be assigned £15. sq.ft.



Johnson, Wright & Partners II LUDGATE CIRCUS LONDON ECHM 7LQ Telephone: 01-236 8816



Debenham Tewson & Chinnocks

01-408 1161

Gayton House 2 Gayton Road Harrow

3,000 sq ft-10,333 sq ft : Modern self-contained offices comprising 2nd, 3rd and 4th floors in town centre location

Available for immediate occupation To be let

TWICKENHAM **BOOTH HOUSE**

OFFICES TO LET in New Development 4500 sq ft or 9000 sq ft

All amenities including CAR PARKING APPLY JOINT AGENTS



Brownlow House, 50/51 High Holborn London WC1V 6EG Tel: 01-405 8411



clive lewis 16 STRATION STREET
HAYFAIR
ONDON WIX 5FD

01 499 1001

Humberts

King Street EC2

New offices to Let (whole 4th floor) 3-year term 2.766 Sq Ft Approx

Tel: 01-242 3121/0998 Details: Commercial Dept., London

6 Lincoln's Inn Fields, London WC2A 3DB Telephone: 01-242 3121/0998

Telex: 27444

WEST SUSSEX — Near Horsham M23 4 miles. Gatwick Airport 9 miles AN OUTSTANDING MODERN TRAINING COLLEGE WITH A QUEEN ANNE HOUSE

Training College equipoed to a high standard with Accombly Hell/ Gymnusium, 4 Lecture Halla, Domestic Offices, 32 Sodroomo, 4 Sathrooms, 4 Shower, Wash Rooms, 2 Staff Floss Modical Room. Oil Fried Central Hosting.

House with 4 Recapion Rooms, 5 Principal Badiooms, 2 Bothrooms, 3 Further Badiooms and Bathroom. Oil Fired Contmit Heating.
2 Ocubio Garagos.
Caretaker's Cottage with 4 Bedroomed Annoxo.
Attractive Gatdons and Graunds. Swimming Pool. Car Park 50 cors.
IN ALL ABOUT 7 ACRES FREEHOLD FOR BALE WITH VACANT POSSESSION (Subject to Service Occupancies)

Apply:— WELLER EGGAR 31 Carles

JOHN O. WOOD 23 Barkeley Square London WIX 6AL 01-629 9050 Ref: DCM/PDCE

WEMBLEY MODERN PRESTIGE

HEADQUARTERS

WAREHOUSE BUILDING 12,200 sq. ft. OFFICES 28,000 sq. ft. WAREHOUSE

EDWARD SYMMONS Tel 01-834 8454

ROYAL BOROUGH OF KENSINGTON & CHELSEA 5 PRIME SITES AVAILABLE (BOLTON GARDENS et al)

Properties now used as a hostel group Admirably suited for conversion to luxury flats For further details contact: 01-373 6933; 01-878 1340

COMMERCIAL AND INDUSTRIAL PROPERTY APPEARS EVERY FRIDAY. THE RATE IS £27.50 PER SINGLE COLUMN CENTIMETRE

Cluttons

AYON/WILTSHIRE **NEAR BATH**

Both 3 miles

Chippenham 9 miles M4 9 miles

well maintained mainly 18th Century House in attractive Village position. At present residential school but suitable for nursing home, hotel and other commercial/residential use. Main School Building, Classrooms, Staff accommodation, Gymnasium, Headmaster's Cot-tage. About 8,500 sq ft. Fully modernised: Oil Central Heating. Separate Coach House converted to 2 Cottages, ABOUT 2 ACRES.

> FOR SALE BY PRIVATE TREATY AS A WHOLE OR IN 2 LOTS

9 Edger Buildings, George Street Bath BA1 2EE Tel: 0225 64214

DE GROOT

HOLBORN Modern. Industrial

> Building 17,000 sq.ft.

 Loading Bay Goods & Passenger Lift Central Heating Excellent Condition TO LET AT £3-50 psf or OR SALE FREEHOLD AT £525,000

01-831 7651

DEPARTMENTAL STORE CENTRE **GLASGOW**

45,000 SQ. FT. TRADING SPACE FOR SALE AS A GOING CONCERN

principale only: Box T5723, Financial Times 10 Cannon Street, London EC4P 4BY

FOR SALE

North West Industrial Development Potential Income of £125,000 p.a. For Details please contact. The Hamilton Gee Partnership Tel, 0942 33836

ISLE OF WIGHT PROPERTY HIGH STREET
COASTAL TOWN
Leoss 900 years. Present Shop
65ts Frontage. Could convert to
three Shops/three Flets
Mortgage available
Write Box 15725, Financial Times
10 Cannon Street, EC4P 4BY

BREATHTAKING BARBICAN Now complete. Tower flats to £24,000 p.a. Company applica-

> Ring 01-628 4372 or 01-588 8110

FACTORIES AND WAREHOUSES

tions welcome.

SEVENOAKS NO PREMIUM

Superb 7 year old lactory/warehouse approx. 5,000 sq ft. Fully fitted with gas heating, burglor alarm, lighting, officas etc. Also mazzanine floor olmost doubling officative emaltesse with eppiox. 18 years to run at £13,900 pa oxcl. No promium, bittings at oresont cost.

Phone Ref. J.T. St Albens 64337

SHOPS AND **OFFICES**

STAINES

2,567 SQ FT RENOVATED PERIOD OFFICE BUILDING FOR SALE OR TO LET Central pecition 17 Car Parking spaces A. C. FROST & COMPANY Tel: Windsor (07635) 54555

FOR SALE

GRESSE STREET. WI FREEHOLD INGUSTRIAL/STUDIO BUILDING FOR SALE 13,000 sq ft. PP to refurbish into 15 self-contoined unite. Full VP. £325,000 FREEHOLD

Sois Agents: Robert Irving & Burns 23/24 Margaret Street, WI Tsl: 01-637 0821 - Ref: HB

LAND FOR SALE

WORTHING. SUSSEX Land Building Permission

7 Detached Houses Very Central Phone 0275 5095 evenings

PROPERTY

WANTED

WANTED DIRECTORS OINING ROOM Owing to termination of lease, one or two directors disting rooms required to hold 10 to 25 people,

> Box 75724, Financial Times 10 Connon Street, EC4P 4BY

> > 1,

FOR SALE **ESTABLISHED**

COTTON **ENTERPRISE**

AUSTRALIA A substantial interest is available

in a large proven irrigation property in the north west of New South Wales growing corton and other crops. Current expert management will con Turnover Is in the order

USSS million per annum. Furthe development with attendant to advantages is expected to in-crease sales by 100% over the next four years. provided to genuine onguirers w

should contact: Mr J. R. Biddle C/O MANN JUDD & CO. Chartered Accountants Goldfielde House, 1 Alfred Street Sydney, NSW 2000, Australia Telex: AA 24528 MANJUO

MAGNIFICENT OPPORTUNITY to invest in

INTERNATIONAL PROPERTY

INCREDIBLY BEAUTIE

16 Floors. 16 Homes. Truly Specia

TOWER HOMES.

Yourown private elevator takes you to your home, had

acy and security is assured. Inside the view at

Lookylown. Below you is a private park. The Viscaya.

There you can entertain. Relax Beantiful, Serone. Completely private, totally secure.

TRULY MAGNIFICENT

Step into the past. Through 19th Century wrought iron doors. Into a lobby of marbled splendor. This is the

Manaion style town homes of incredible proportions, high vauled ceilings, great windows, and raised living rooms sli speat of gracious living that is fashionable again.

Everything from the quality workmanship, the 24-hour personal Concierge to modern amenities found only in the

seen an amazing thing happen. And it's nice. Every day

hundreds of New Yorkers are not looking down, they are

71ST STREET AT PARK AVENUE

P.O. Jox 521 A.Y., N.Y. 10021 Telex 710 5824414

House from \$580.500 to \$1,235,000. 110 East 71st Street 📲

For information call or write: Andrea Stewart 212-734-7025

NO OPENING MINIMUM BID REQUIRED

August 18, 1982, 11 A.M.

tion will be restricted to

For Sale by Tender

Under instructions from

At the financial

hubof Australia.

550 Bourke Street, Melbourne.

development in a market that requires

100,000m2 of new office space every

For a comprehensive brochure

and details of tender please contact the sole agents, Richard Ellis Pty. Ltd., 60 Collins Street, Melbourne, Victoria,

Tenders close July 16th., 1982

Richard Ellis

Phone (+613) 654 3333

Richard Ells Pty. Ltd., Street, Methoseme, Victoria, 3000,

OFFICE BLOCK

Modam building near mein station. 3,000 sq m (division possiblo). Monthly rest only DM 15.— sq m = DM 45,000. Occupency/security by

TAMPE

PRIME CHICAGO

RETAIL LOCATION

3,000 so ft Victorian boliding lust steps of Michigan Avenue on tashion-able Cek Street, with additional land for expansion. Io Chicago's top retail, botel, restaurant and residential area.

INVESTMENT & LAND

DEVELOPMENTS

Contact: Eillott Resolck FULLER BROKERAGE Latalle Strott, Chicago, IR., U.S.A. 312-726-1500

ILMOBILIEN · Kanstalaniane

schersheimer Landshaße 1 6 Film : Tel 06 III/5504.88

FRANKFURT

3000. Telephone (+613) 654 3333.

Shell, BHP, National Bank, and

many other important business names are all close originours of 550 Bourke Street, one of Australia's most

provides accommodation for the most fastidious commercial tenants.

There are |2 office levels providing 6970m of air conditioned accommodation. There's basement car parking for 56 cars and a fully-equipped staff cafeteria.

There's also great potential for

important addresses.

Previously the home of

Australia's most powerful conglomerate, 550 Bourke Street

The Property Tic

Curtis Hotel complex

of approximately 587 hotel rooms, 38 notel

rooms, 110 apprenents and a 550 state packing ramp. Strategically

located, it is currently functioning as area's larg-

est hotel with sejeral

renovation. Stroilg

corporate head-

quarters of 15 Fortune 500

companies.

Sale conducted by Na Collec Auctionees, 501

million dollars of recent

consists of nine buildings on the premises. Auc-

qualified

cred

The Auction Wednesday, More Information A

comprehensive informa-

package can be obtained

by cootacting Bruce M.

Goldstein & Assoc, Inc.

5011 Hvatt Merchardise Mart, 1300 Nicollet Mall, Minneapolis, MN 55-403 or immediately call

(612) 375-1818.

tion and qualification

stopping and looking up. They've never seen anything like:

livedanywhere like it before.

beginning of Viscaya.

Garden on the roof of the lifth floor.

TOWN HOMES.

5 Floors. 5 Homes. 3 Duplexes

most expensive homes, is all part of Viscaya. io a dity, blasé and matter of fact as Manhattan, we've

the Twier on top of the brownstone.

PRIME RESIDENTIAL LAND

in Florida's beautiful **Ocala National Forest** Only 40 plots for sale. All main services available.

Total site area 60 acres. £5,000 per plot

James Libbles . & Co.

SWISS SHOPPING CENTRE Participation offered in profitable development of new Shop, Office, Supermerket complex to be built in the centre of Monthey with first phese ready to Start. Apply:

North End. Portsmouth

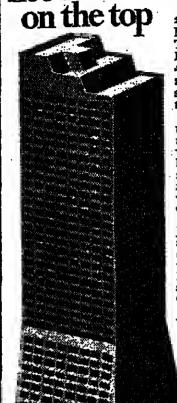
Tel: (0705) 868811

WHITEHEADS INTERNATIONAL 154 London Road

Freebold land with planning permission & planned residential developments in southern Spain for private or corporate investment participation up to o maximum of 59%. A minimum of 159,000 is required, short term 1-3 years yielding high returns compared with the UK property market. OPS LTD. 33 Sackville St., London WIX 1DE 14: 01-439 9328 (24-brs.)

at the top needs an office on the top

Acompany



at 520 Madison Avenue. New York City. The new Continental Illinois Center Building 4,500-10,000 sq.ft. available for long or short term sublease on the 40th floor. Enjoy breathtaking, unobstructed views from the highest floor on which you will be able to lease divided office space. An exceptional new building installation. will be included. Occupancy Fall 1982. Join ATT and IBM, just two blocks north,

and our own roster of distinguished tenants. which include Midland Bank plc., Mitsubishi and Credit Industriel et Commercial. For particulars, call or write Mr. Jerry Richter, V.P., Wrr. A. White & Sons, 51 E. 42 Street, New York, N.Y. 10017 212-682-2300

Wm. A.White & Sons Real Estate Established 1868

Dublin Corporation

Multi-storey Car Park at

Drury St./Lr. Stephen St., Dublin 2

Extension of Time

Notice is hereby given that the closing date for the receipt of offers for the development of the Multi-Storey Car Park has been extended to

12 NOON ON FRIDAY 27th AUGUST, 1982 Offers must be submitted in a sealed envelope marked "Offer - Molti-Storey Cer Park -Drury Street/Lower Stephen Street" to:

The Assistant City Manager Development Department, Exchange Buildings Lord Edward Street, Dublin 2

ENTERTAINMENT COMPLEX

Huge, established tourist business in Sydney's outskirts. Viable business freehold now a household name. Excellent potential for further development which should ease F.LR.B. investment controls.

Magnificeot owner's mansioo overlooks main busioess complex Asking A\$3.75 millioo.

Further details and colour brochure on request P. E. Coates, Investment Department RAINE & HORNE PTY. LTD. 34 Hunter Street, Sydney. NSW, Australia 2000 Telex: SYDELIS AA 22617

elalico s Horne

ortunity to acquire a superb villa known as

CASA DRACH

mated at 'Can Ceyma, San Antonio Ahad, Ibica. This luminous can styled villa others complete privacy being surrounded by split el ternacing, magnificent sortiery and sea views. Built in 3 levels, rellia comprises of 4 doubte bedrooms [1 en sunc] and 1 suncle, aclous reception hall, superb lounge, elegant dining room and tensive fitted kitchen. The whole of the property is furnished in a terul style. A marvellous outdoor swinning poul and barbeque area impletes this wonderful location.

Seiling price £160,000.00 a.z.a. - R.N. Griosell, Town & City House, West Bri West Midlands 870 7LX, England. Tel: 021-551 7711. Telex: TCL LTD. 335388

Montpelier International

COSTA DEL SOL

The only SHOP facing the port and the beach club left at PUERTO DE LA DUQUESA. This unique premises with terrace, facing three sides is available for any commercial use. Price £49,000. 20% finance available.

17 Montpelier Street, London SW7 1HG Tel: 01-589 3400 - Telex: 916087

SWITZERLAND

FOREIGNERS can buy apartments Ireshold on LAKE GENEVA. in Montreux near Lausenne, or all year round resorts; St Carque near Geneva, Vitlers, Verbiet, Las Diablerets, Leysin, stc. FINANCING 50-70". AT LOW INTEREST RATES. Also quellity properties in France: Apartments in EVIAN on the lake, approximately 25 minutes from Geneva, and luxurous villas VERY NEAR THE BORDER OF GENEVA, built to your epacifications. Advise area orderred. Writer to: loper, c/o GLOSE PLAN SA, Mon-Repos 24, 1005 Lausanne, Switzerland Tel: (21) 22:35.12 - Talex: 25185 melis ch

INVESTMENT IN REAL ESTATE investment concrunities to the U.S.A. to residential/condominion in Florida. Properties now available include unless investment and accordance on Key. Large: the Terraces at Turnborry Ambassadors to prime seass of Manul. Prices from \$70,000 Mortgages evaluable. Inspection tours with free accommodation.

> John Brill TANAWIND (UK) LTD. 1, Lowther Gardest, Prisos Consort Road, London SW7 2AA Teh 01-581 1721 Evenlops: 0305 682304

FLORIDA CENTRE — Complete advisory sentre and property exhibition. Open 7 days including Bank Holidays. 10.00 am-4 pm. 45. Conduit Street. Insteat. W1. 01-439 2526 or 01-434 532e.

AOENCHAROCALITATION OF THE STATE OF THE STAT MILIAN (0462) 35214.
24 UNITS near Westbaden Gr.
1973. 1,579 Stuare courses, 5,523
mittee, Rent 127,200 Day (see).
Ostely removated and additional
tion. C. Gonitich Gmbth, Aaryt
6204 Tashnepels 2, West Ge
00126;446464 Mo.Fr. C.00-17.08 ****

buy less sugar

By Our Commodities Staff

SOVIET sugar imports from the free market could fail to an average of 3.7m tonnes per year for the remaining years of the 1980-85 five year plan according to Mr Helmut Ahfied of sugar market analysts F. O. Licht. speaking in London yesterday.

Addressing a conference on the Soviet Union and the world's commodity markets, Mr Ahfied said that this figure, down 1.2m oo the estimated imports for 1981, could mean that short of disasters to the Cuban crop Russian demand for free market supplies would ba

Production of beet sugar in the Soviet Union was estimated as ranging from 7.7 to 9.8m tonnes, white value, over the next four years. Consumption was forecast as reaching 12.3m tonnes by 1985.

Call for end to palm oil export ban

KUALA LUMPUR - Malaysian oil palm growers in the peninsular states will ask the government to lift a three-month export ban on Crude Palm Oil (CPO) imposed in late April.

The president of the West Malaysian Oil Palm Growers
Association (WMOPGA), J. C.
Chang, said a memorandum
will be submitted to the government which will also ask for the removal of other restrictions, tike the selective granting of refinery licences.

He said the restrictions hinder tha development of 9 free-trade system, tended to encourage inefficiency among oil-palm refiners and were detrimental to oil paim growers, particu-larly the medium-scale opera-

to 22.9 per cent while the Canadian and Argentine shares Deputy trade and industry minister Shahrir Abdul Samad said in announcing the bsn-coofined to the Peninsular states—that it was necessary, to meet shortages faced by the local refiners.

16

Russia may | UK poultry ban 'illegal' says top EEC lawyer

BRITAIN'S emergency health regulations that have resulted n an effective ban on poultry imports from much of the EEC particularly France, have been declared illegal in an advocate-general's opinion handed down at the European Court in

Luxembourg.

Advocate-General Sig Francesco Capotorti says that the Brist measures were "inseperably connected with preventing imports" and constituted both "arbitrary discrimination" and "a disguised restrictionon trade " in breach of European

Community law." While the Court itself is yet to hand down its formel judg-ment, a ruling which is now expected next week, an advo-cate-general's opinion is more often than not endorsed with-

British officials in London, while expressing disappoint-ment that their defense ment that their defense appeared in danger of being re-jected, said they were still awaiting receipt of Sig Capo-torti's opinion and therefore could not comment in any

The European Commission, following complaints from 5everal EEC member-states that the measures were unnecessary on health grounds and designed simply to protect UK farmers from cheaper imports, went to the Court in November after

Britain refused to remove the

Following widespread pro-tests by British farm workers claiming that their jobs were being endangered by an expected surge of unfairly subsidised turkey exports from France, Britain reintroduced in September a compulsory slaughter policy to deal with any future outbreaks of Newcastle disease, a viral infection more generally known as fowl-

Imports were only to be accepted from countries which were free of the disease and operated a slaughter policy, a move which banned imports from countries using the widespread vaccination system.

ban affected seven EEC countries and interrupted a flow of crack an egg.

exports from France alone which were worth an estimated 4.8m ECUs at 1980 rates (about £2.7m at current rates).

However, the measures were not justified on health grounds. Even the UK Review Panel set up after an epidemic in 1970-71 had found that vaccination was the essential ingredient in effective control. The UK was also unabla to show that there were any signs of another impending epidemic, nor could it spell out in detail the likely effects a new outbreak would have under current arrange-

The restrictions on intra-Community trade, Sig Capotorti said, "were in no sense necessary, but rather were excessive with respect to the desired result, which was to ensure the success of the system intended."

Britain had flouted the "principle of proportionality," which, one legal expert said Sig Capotorti said that the saying that the UK was effec-an affected seven EEC countively using a sledgehammer to

U.S. loses Soviet grain sales

worried about finding storage facilities for surplus grains and another bumper crop on the way. American agricultura officials in Moscow have released a report illustrating the drastic decline of the American share of the Soviet agriculture import market. Before the 1980 embargo imposed by President Jimmy Carter, U.S. grains composed 68.6 per cent of USSR imports. Last year that figure dropped

rose dramatically. From a 6.4 per cent share of the Soviet grains market in 1979, the Argentines had towards a new pact. He is said slow down, however, since there captured 35.6 per cent of the market last year. Canada's systems for trading with the ment in Soviet productivity, share rose from 13.4 per cent

The U.S. Department of Agriculture expects to sell simost \$3bn-worth of grain to the Soviets this year. More than in 1979, but still a decreased

portion of the market. However, it is being reported here that the incoming secretary of state, Mr George Shultz, is strongly in favour of negotiating a new long-term agreement grains between the two supernowers.

Mr Shultz, who was instrumental in negotiating the first LTA in the mid-1970s, has reportedly told Senstor Larry.

WITH the U.S. Government in 1979 to 23.7 per cent in 1981. Soviets and one for the satelites.

In London meanwhile, Soviet grain imports were forecast to continue heavy during the 1980a hy International Wheat Council (IWC) executive secre-tary Jean Parotte. But he said they would probably be lower than in the last two years. He told a conference on the

USSR and the world commodity markets that Soviet stocks must have been drawn down substantially in the last two to three years and would need

The rapid upward trend in Pressier that he is much more Soviet grain imports in the favourable than Alexander Haig 1970s would almost certainly

Coffee export quotas cut again

By Our Commodities Staff

THE International Coffee Organisation (ICO) yesterday ordered the second cut this year in export quotas for its producer members. The im bag cut reduces to 13.3m bags the total experts under the ICO queta schema for the July-September period of this year, and to 55.2m bags the 1981/2 annual total ICO officials ordered the cut

after the organisation's 15-day average price fell below the 120 cents per pound level set hy its council. A similar cut was made in the previous quarter and officials say that if the 15-day average price falls below \$1.15 per pound later this month then a further cut in exports would be made.

The ICO indicator price yesterday stood at 119.99 cents per pound.

World coffee prices firmed on this news with the September position on the London futures market reaching £1,130 per tonne at one point. In later trading, however, the price fell back to close at £1,107.5 per tonne. down £3 on the previous day's level.

India rubber import curb sought

NEW DELHI - Members of the Indian Rubber Growers' Association have asked Commerce Minister Shivraj Patil to ensure that rubber imports in 1982/63 (April/March) should not exceed the targetted 30,000

The Association's secretary, Mr Joseph Monippally said imports beyond this amount would depress domestic prices and hit growers. Expected domestic output of 176,000 tonnes in the current year could meet the present needs of rubber industries, he

FARMER'S VIEWPOINT

Young talent stifled

ful characters. He was 86 and statistics. his farming, which started just after the 1921 slump, saw him survive the whole of the interwar period, and build up a

His success was founded on a thorough grounding in practical farming—he was under-ploughman to his father—natural shrewdness and a capacity for to be able to ma taking immense pains with his ments on the spot. farming and, as he was always ready to admit, the good for- ordinary lengths. I even heard tune to have been in the night of one girl who blighted her tune to bave been in the night place at the right time.

It's worth examining how It was possible for him and many others to become so well estabotgi vrtes veb-ot medw bedsil farming has been termed impossible for all but the favoured few. Even so, the farming colleges are turning ont masses of young people who have no pos-sible chance of ever farming in their own right.

The reason for the comparative ease of atarting farming in the inter-war years was that few other people had the inclina-tion to embark on a career in an industry of which parts such as cereal growing, were almost bankrupt, and the remainder not much better. There were farms to rent, in some areas rent free; there were also farms to huy and money was cheap. Tra-ditional arable farming, except on the very best of land, was a certain recipe for loss and those who succeeded in those areas milked cows, fed on imported

grain. Death duties had forced the hreakup of many estates and this too let in young farmers chances of following in Tom who had no other essets than confidence and a strong back. Intelligent farmers' sons went into banks or the professions.

You didn't even need a great deal of money to get started then. Banks were always very cautious lenders and there are still tales of some of the most successful farming tycoons of the period, who changed banks because they had been denied an overdraft of £100 or so. Some farmers I knew in those days would bave had the greatest difficulty in covering and the annual balance sheets

WITH THE death last week of their liabilities with their assets Porker's footsteps today. Abso-Tom Parker, Hampshire has lost the banks used to demand were one of its best and most colour-often an exercise in imaginary or a near relative has a farm

store by what they saw as fer tax. Even having a goodly character, both of the farmer competence would not he and his wife. One well known sufficient to stock a farm. The spectacularly successful farming country manager used to judge cost of live and deadstock business.

8 man's survival by the home means that to start from making and hard working quali- scratch could require anything ties of his wife. No extension of credit was ever granted until he had been there to tea, so as to be shle to make his judg-

> This was carried to extrahusband's chances of expansion capital because she hought the household's bread instead of baking it herself.

> But although times were hard and it was impossible to see a successful financial ending to any farming year, it was a very enjoyable time to be farming. Some went to the wall, but these were largely I fear the original landowners and formers who could not adapt their systems to the economics of the

> Not that we called them economics. Nor did we indulge the modern jargons of secountancy. I never haard the term cash flow - there was so little of it to flow anyway. The terms of money were real indeed whatever the state of inflation or deflation. Income basis. Budgeting was something hest forgotten as one surviving farmer told me, hecause every single farming operation if costed out showed a loss, its true, it did!

which be can pass over to him Bankers used to set a great free of too much Capital Transup to £1,000 an acre of tenant's

capital. Decent workshie arable land costs from £1,500 to £2,000 or more an acre. British land to now the most expensive in Europe, and probably in the world, as it is the only country where there is an absolutely free market in land together with guaranteed output prices. Institutional and other invesfors have determined that it is the safest hedge against indation, now that gold is on the slide.

Some critics say that the security given to tenants and their families is fossilising the structure of farming. But if this were to he abolished it would still leave the occupation of land to those with tha longest purse, prohably the institutions, or the very rich. If these critics sincerely wish to open the farming ladder to worthy young entrants they should clamour for a doubling of CTT without chance of evasion and for withdrawal from the EEC. This would bring prices down to world levels and repeat the situation in 1921 when the government of the day, a Conservative/Liberal one, pulled the rug from under the iodus-

John Cherrington

try. It is, I think, the only

Chinese demand lifts copper

CHINESE copper purchases over recent weeks were believed or four years that China has to have totalled around 50,000 been in the market for such tonnes, according to London traders, with possibly around during a very slack period of 20,000 tonnes of this due to he industrial demand when extenshipped from London Metal sive cutbacks by North Ameri-Exchange warehouses later this month.

Overseas reports that further

This is the first time in three large amounts and it comes sive cutbacks by North Ameri-can producers have failed to make any significant impact

Overseas reports that further The Chinese purchases have large tonnages, up to 150,000 helped LME prices to rally over tonnes, are still required by recent days. Yesterday cash. China could not be confirmed, copper closed up £11 at £796.5

WINNIFEG, July 8.

\$Barley—July 124.1 (123.6), Oct 120.2 (120.2), Oec 122.6; March 125.5, May 127.5.

All cants per pound ex-warehouse unless otherwise attatad. *S per troy ounce. *Cents per troy ownce. †t Cents per 56-lb bushel. †Cents per 60-lb bushel. |S per abort tor. (2.000 lb). \$SCan. per merne ton. \$\$5 per 1,000 sq it. ‡Cents per dozen. It \$ per metric tor.

Wednesday's closing prices

††Cocoa—July 1394 (1448), Sept 1425 (1498). Oec 1508, Merch 1565, May 1810, July 1851, Sept 1686. Seles: 3,100.

Coffae—"C" Contract: July 134.50-134.90 (135.26), Sept 123.00-123.25 1123.78), Occ 117.30-117.51, March 113.26-113.80, May 110.50-110.76, July 105.10-107.00, Sept 106.50-107.00, Dec 102.00-105.00, Sept 3, 150.

NEW YORK, July 7

LONDON OIL SPOT PRICES

	Latest	H- or -
CRUDE OIL-FOR		
Arabina Light	B1 60.323	8'-0 OK
tranjan Light	. ~7 ~	W, U
Morth Res. Fortist)	.XX 40.33 7	ъ —
Africanteenny Li'ht	MA4.80-04.1	W+0.05
PROCUCTS—North	West Euro	
Products - North	West Euro CIF (\$ P	pe or tonn
PRODUCTS-North	West Euro CIF (\$ p 	pe

GOLD MARKETS

In Paris the 121 kilo gold har was fixed at FFr 68,900 per kilo (\$307.77 per ounce) in the after

GAS OIL FUTURES

close	
# U.S.	
	-1.50 276 50-74.26
279.00	-0.50 250 BD-78.00
- 2BO-00	O 50 280 75-79 00
283 00	-0.50 284,00-82.50
PB4 50	-1,50,284,50
	-0,50,286,50-86,76
	-1,90,288,00
	-8.50,290,00
891.00	4,00,291,00
֡	8 U.S. per tonne 274.50 879.00 880.00 283.00 284.50

Gold rose \$7% to \$314-315 in the London billion market yesterday. It opened at \$310-311, bar was fixed at the equ and was fixed at \$310.85 in the morning, and \$313.50 in the afternoon. The metal fell to a low of \$399\;\;3104, and touched a peak of \$314\;\;315.

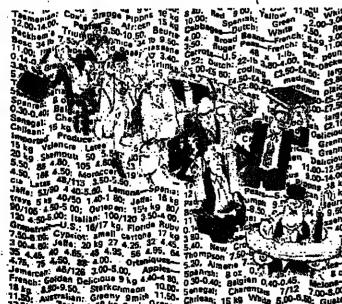
noon, compared with FFr 68,900

In Zurich gold finished LONDON FUTURES

Month	Yest'rday's close	+01	Business Done
Auguet	£ per troy ounce 186.00-5.50 (186,50-6.70	+5.550	185,40-2,55
November	187,50-8,50 189,95-9,50 191,10-1,50	+2,875 +5,025	186.40-5.00 189.55-9.00

tern In I is fi	8,250 oon Frani xed 28	(\$30 kfurt at Di per	4.58) W the 12] 1 22,200 ounce)	ning, an Vednesda kilo ba per kil again nd close	octop Noven Decen Janua St Tun	nb' r:185, er 187, nber:189, nber:191, ry 192, nover: 41	00-5-50+5-55 50-6-70+3-55 50-8-50+2-87 95-9-50+3-02 10-1-50+2-2 00-8-70+2-2 8 (323) lots	6 186.40-8.0 5 189.85-9.0 0 191.25-88
		· j		July 9	····	1 .	July 7	
		:-				- 		

Close Opening Morning fi Afternoon	5314 5310 xing 5310 fixing 5313	519 511 55	d Bullion (£183) _s (£181-1 (£181,4 (£183,1	184). 91 ₂) 851		40	(£1811- (£1811- (£179.9 (£179.4
		_	Gold Col	ne July	a .		
Krugtnd 1s Krug 14 Krug 1:10 Krug Maplelasi New Sov	\$3224-323 \$166-167 \$8419-5619 \$3419-3519 \$32214-38811 \$7419-75	(£180- (£923- (£475- (£194	1804) -854) -474) -1976 1804)	Victor France 50 per	ia Sov ia Sov is 20s os Mex. or. Aust	8384.1-3	(£48-4 18 (£3814 188.8 (£21 18,8 (£170)
				• .			.
Talmer M	Co. ors	** 5	Y: 46'90:	8 AU. 10:00:	b.". "a D	Yellow Gre	11.00 ^U .



By the time you've waded through this page, Prestel's commodities have been updated twice.

On Prestel you'll find Commodity prices from London, New York and Chicago, supplied by Reuters and Inter Commodities. Along with others there's Gas Oil prices, and information updated daily from Chart Analysis and Commodex And it won't cost as much as you think, because you can Prestel from £20a month.
To know more ring Peter Cook on 01-583 3109. Prestel •

Month	Yest day close	- for	Business Done	covering and the
 July	280,00 283,00 284,50 286,00 888,00 290,00	-1.50 -0.50 -0.50 -1.50 -1.50 -1.80 -1.80	286,50-86,76 288,00	price to £307.5 et at fine thy £330, after £424, t enother U.S. produ 40 cante. Aluminia £3,000 respectively quietly prior to end COPPER Official

290.00 2,56,290,00 891.00 4,00,291,00		-	
	HighGrde	. &	
1,047 (1,185) locu of 100	Settlem't 794 Cathodes	0 44.7	796-7 812,5-3
	S months 795- aettlem't 778 U.S. Prod.	7 +5.21	780-8 798-800 "68-70-73
141. embourg the 121 kilo		ing ca. 0, 795.0 onths	sh higher

Kilo	94.00; three months £814.00,	12.00
lent	13.00, \$4.00, 15.00, 14.00, 13.00,	
	14.00, 13.00, 13.50, 13.00, 10.00, (
at	08.00, 09.00. Kerb: Higher grade:	
0.	months £809,00, 10.00, 10.90, 1	
	09.50, 10.00. Aftermoon: Higher g	
	· three months £815.00, 14.00,	13.00
	12.50, 12.00, 12.50, 13.00, 12.50, 1	2.00
	13.00, 12.50. Kerb: Higher grade	mre
013	months £810.00, 08.50, 08.00,	
	08.00, 08.50, 08.00, 07.50, 08.00, (09.00
<u> </u>	08.00, 08.50, 08.00, 08.00, 07.80.	Tun
	over 3,8300 tonnes.	

TIN	a.m.	+01	o.m, Unofficial	7
			Ollerinola	⊱
Cash	6870-5	+18	6660-75	L
5 months Settlem't	6795-800 6679	-7.5 +15	9790-800	Έ.
Standard Cash	ı		9660-79	Ĺ
3 months Settlem't	6795-800	+12.6	8780-800	'n
Straits E.	.:328.19	-		1:
NewYork Tin—M		nde	rd. cash £	66

70, 65; th	ree month . Afterno 15800. Tu	e E880	5, 68,00 Standard 3,890 1	. 67 . th
LEAD	a.m. Official	+ 0.	unoffici	a.]
Cash 5 months Settlem't	329-,9 318,5	+8 +5.5	333.54	+
Lead—1 three mo 29.00, 29.6 £331.00.	Morning: onthe £3	1.00 <u>.</u> Kerb:	30.50.	18. 31.
months i	E334.00. :	33.00,	33.50.	34.1

three me 29.00, 29. 2334.00, months : 34.50, 34. 33.50, 34.	Morning: onthe £3 50, 29.00. 32.00. 2394.00, 00, 33.00, 00, 33.50. 22.00, 31.0	31.00, Kerb After 33.00, 34.00	30,50. Three : Moon: 33,50, 0, 33,50, Three :	31.0 nont The 34.0 33.2
ZINC	a.m. Official	+ or	p.m. Unoffici	+
ash months	£ 4145 417.5-8 414.9	1+5,25	418,5-9.1 428,5-3	5 + 1 +1

21110	OTTROIZE		CHOINE	m) -
ush	414-5	£ +2.76	418.5-9.	5 + 1
months Mant imw'ta	417.5-8 414.9	+2.5	_	
Zinc—N	forning: (ash	£414.00;	thie
nee mo	naths £410 naths reon	8.00. the	19.00. £423.00.	Afte
,00, 23. ,25, 23.	50, 23.00, 00, 22.75,	22.00 23.00), 22.50,), Kerb:	23.00 Thre
.00, 22. .250 tor	2422.00, 2 50, 23.00 ines.	1.00, 22.	22.00 00. Tur	22.50 nove

umlnm	a.m. Official	+01	ρ.m. Unoffici	
nonthe	633-5 572-5	+8,75	552-3 571-2	+6
74.00, ,00, 73, ontball kernoon ,50, 7: 71.00,	177 Mort 72.00, 7 50, 73.00, 557 00, 1 Three m 2.00, Ke 71.60, 7	2.50, 72.0 71.00, enstra rb: 2.00.	73.00, C. Kerb; 71,50, 5573.50, Threa I	73.5 Thre 72.0 73,0
	10,575 t			+

· _ · _ · _ · _ · _ · _ ·
* Cents per pound. # MS per kil
† On previous unofficial close,
Mickel - Moreing: Three mont
£3015. Afternoon: Three months £301 1S. Turnover: 246 tonnes.
SILVER

higher for epot delivery in the London bullion market yesterday et 335.1p.

BRITISH COMMODITY MARKET

DEILION COMMIN	JUILT MAKKE!
BASE METALS Base metal prices gained further ground on the London Metal Exchange. Copper touched £816, boosted by short covering end the initial arrongth of Comex, before profit-taking pened the price to £807.6 et the closa. Lead was finely £330, after £334.5 and Zinc £421.5, alter £424, the laner following:	levels were: spot 573.5c, up 20.4c; three-month 594.9c, up 20.4c; six-month 816.2m, up 20.4c; and 12-month 660.8c, up 20.2c. The metal opened at 332.
enomar U.S. producer price rise to 40 cents. Aluminium closed et E572 E3,010 respectively while Tin traded quietly prior to ending et E5,780. COPPER Official — Unofficial — t	3pot335.10p +11.5 343.7p +15.5 3 months.344.80p +11.5 353.5p +13.5 6 months.354.05p +11.1 12months.374.80p +10.8 LME—Turnover: 191 (112) lots of 10.000 ozs. Morning: Three groups
HighGrde 792.4 +8.5 736-7 +11 5 812.5-3 +9 +7 794 +7 -11 +12 +13 +13 +13 +13 +13 +13 +13 +13 +13 +13	345.0, 44.8, 44.9, Kerb: Three months 345.5. Alteracon: Three months 555.0, 64.0, 53.5. Kerb: Three months 353.5, 55.0, 56.0, 53.5, 53.0, 53.5.

COCO	1		
COCOA	esterday Close		Business
'E	per tonn	• -	Cone
July	882-83	22.0	892-81
Sept	819-20		934-17
Dec	990-91	28.5	972.58
March	986-97	-20.0	1006-994
May	1012-20	-19.0	1022-1a
July	1039-41	-16.0	_
Sept.,	1058-59	-12.5	1060 59
Salas: 1,92	7 (1,796)	ots of 1	O tennes.
ICCO-Deil	y prise I	or July	8: 72.64

Salas: 1,927 (1,796) lots of 10 tenn
ICCO-Deily price for July 8: 72
(74.10). Indicator price for July
73.57 (73.82).
COFFEE
Continued short covering rois
prices during a steady speni

reports One expected 1 short-lived dampened	CO quore impact by dealer	reduction while profit-t	on had ch wa aking
COFFEE	Yest'day	+ OF .	Done,
Joly Sept	1258-S9 1107-08	+13.0 -3.0	1260-30 1150-05
Nov Janualy March	1018-20 988-91	-9.5 -9.5	1050-20 1018-88 998-70
May		-12.5	

NOV	TOTO-PO		TOOP
Janualy	988-91	-9.5	1018-8
March	965-70	-10.5	998-70
May	a35-38	-12.5	955 4
July	922-25	-10.0	255.5
Sales: 3,2	72 (2,573)	lets el	5 tonna
ICO Indi	cator pri	cas for	July
U.S. cents	per per	md: Co	mo da
1979 117.41	1118.28)	: 15-day	avêra
118.99 120.	1a).	,	
GRAIN	3		
Wheat s	aw eom	e cariv	ahor

GNA	1142			
Wheat	52W	eome	early	ahon
			ng but	
iqvidati	ons er	d prof	it-taking	8336
			to reli	
			BLZ OR2	
			eterted	
	ut ease	ווו סטו	et tradin	g. Aç
aports.				
MHEAT				RARIE

nth	Yesterd's		Yest'rd'y	*+
w'	110.40 115.85 117.65 131.05 124.50	-1.09 -1.50 -1.00	104.45 108.30 111.70 114.85 118.15	99999

110.40,	M 1	15 05 1	12 05	1	440
117.66,	Merc	:h 12	2.20-1	21.05.	1/
125,55-1	24.50.	Sales	: 515	lote	ol '
onnes.					
Nov 10					
March					
118.25.	Sales	: 114	Ote of	100	tonna
LOND					
Northan					
Aug 11	1.50,	Sept 1	10.55,	Oct.	111
transbig	mên1	Éa51	Coa	SL	sella
English					
Nov 1					
Maize:	French	July 1	35.00	28 191	TE TO
ramairte	nt 9ou	ith Co	aa1.	S.	Alric
White,					
VV 111607 1	E			ÿ.W.	3611
Barley:	±u8li4	au zaki	7a 10	و اد	шу/А
104.75	East	Coas	t sei	ler.	R

RUBBER

The London physical market opened unchanged, attracted line interest throughout the day and closed quiat. Lewie and Past recorded on August fob price for No 1 RSS in Kuste Lumpur of 202.5 (seme) cents a kg and 5MR 20 174.0 (seme).

:			
RU	49,20-49,55	49,39-49,40	-
ept	50,00-58,19	49,50-80,18	_
ct-Dec	5 1.50-50 <u>.</u> 60	` 8 1,30-59. iQ 8	
ari-Mar	54,50-54,60	64,70-54,80 5	
p1 - Ine'	87,30 67,4 0	57.40-57.50 5	
ly-Sept	60, 70-69,29	· \$8,20-63,59 5	9,80
	62,38-63,00	\$2,90-83.0Q	_
		55,30-55.50	_
	67,50-69,80	67,80-28,00	_
Sales:	39 (186)	lots of 15	tonna

Physical closing prices (buyers) were: 5pot 48,50p (same); Aug 51,25p (51,50p); 51,25p Sapi 51,25p (51,50p). SOYABEAN MEAL

in nearby distants, n covering (rkat openad si y months end eporte T. G. Ro and commarcial ione kept price	ddick. Short Interest in
	Yesterdys + o	r Business Done
	per tonne	
Dec	126,80-28,7·+1.1 128,20-28,5·+0.8 182,50-82,8	128,29-28,00 142,78-32,40
Feb	135,50-86.0 — 0.4 186.00-37.5 — 0.4	¢0 —

Sales	: 76 (6	4) lets	of 100 to	nnes.
BOYA	BEAN	0 1L— The	maiket	Орепе
			elightly i	
			d busine	
U.S.	S per	tonne	: Aug	482.50
			492.50,	
			484.00,	
			490.00, Untraded	
			ed; Aug	
			a: 35 (1	
1 25			(.	00, 101

SUGAR

LONDON	OAILY	PRICE-	-Raw	euga
E114.00 (£1	18.00) e	10nne	cil Jul	y-Au
hioment.	White	eugar	deily	pric
C153.00 (£1		-	-	
Colombia	ennoun	ced a	ensp 1	tende
er 12,000	tone Jul	ly-Augu	st shi	pman
and pricaa			condi	люпі
eports_C.	Czarniko	DW	_	
	1		1	

ract					
	£p	er tonne			
ug'1	16,70-16,7	75:119,10-1 50 ¹ 125,98-2	6,25:118	9,25-1	6.
LO 12	28,50-28,9	15 13 1.50-8 15 136,70-8	2,50 129	0.00-2	8
ay 1	56,75-87 <u>.</u> 5	25 139 50-3	8,75 157	7.75	
ct 1	4.00-48.1	0-142,00-4 10-144,00-5	Q.86,	- -	U
Sales:	3,364	(3,951)	lots	ol	
				-	-

Tate and Lyla dalivery price for granulated basic white augus was (AGS.90 (same), a tonne for home trade and £220.00 (£224.50) for expert. International Sugar Agreement (U.S. cent per peund) fob and atowed Cariobean perts. Pucas for July 7: Deily price 7.98 (8.05): 15-day average 7.15 (7.05).

WOOL FUTURES

LONDON NEW ZEALANO CROSS-BREDS—Close (in order: buyer, saller, business). New Zealend conta per kg. Aug 369, 375, nil; Oct 390, 383, nil; Oct 404, 408, 404-402; Jan 405, 410, 404; March 415, 420, nil; May 426, 430, nil; Aug 438, 443, nil; Oct 440, 444, nil; Dec 442, 447, nil; Jan 444, 450, nil. Salse: 12.

SYDINEY GREASY WOOL—Close (in order: buyer, saller, business). SYDNEY GREASY WOOL—Cbsa (in order: buyer, sallar, businesse). Australian centx per kg. July 544.0, 545.0, 544.0-540.0; Oct 512.5, 513.0, 514.5-512.0; Occ 518.5, 517.0, 518.0-517.0; March 523.0, 525.0, 525.0-527.0; July 537.0, 538.0, 537.0; Oct 532.0, 535.0, untraded; Dec 535.5, 536.0, 536.0. Sales: 76.

COTTON

LIVERPOOL—No apot or shipment sales were reported. With uncertainty the keynote, caused by the widespread belief that supplies of the row material would be decreased owing to adverse weather conditions, and the least area. and the slack state of deliveries, buer-ness was slow to broaden. Trading being at a standstill, buyers were unwilling to anticipate their needs. **POTATOES**

LONDON POTATO FUTURES—The marker lollowed lurther easing of eady's, reports Coley and Narper. Closing prices: New 53.20, -0.90 (high 52.50, low 52.80); Feb 60.00, -0.80 (high 66.30, low 67.40); May 76.20, -0.70 (high 76.50, low 76.70); Nov 63.40, -0.10 (untraded). Turnover: 202 (251) lets of 40 tonnes. MEAT/FISH SMITHFIELD—Ponce per gound.
Beet: Scotch killed sides 77.8 to 83.5;
Usster hindquertais 94.5 to 97.5. Veet:
Out-th hinds and ands 121.5 to 128.5.
Lamb: English small 68.7 to 72.2,
medium 65.0 to 70.0, heavy 62.0 to
S.0; Scotch medium 62.0 to 65.0;
Imported—New Zestand Pl. 62.5 to

PRICE CHANGES

	July 7 1982	+ <u>o</u> r	Month ago
Motals		I	
Aluminium Free Mkt		±5 ···	£818/815 \$905/935
CODDAT			
Cash h grade.	£785.5		2738.5
S mthe Cash Cathodo	£803.75	+8.20	£756,26 £722
3 mths	2793	+7	£748
Gold troy oz	\$307	-3.9	#826_876
Lead Cash	£313.5		£328,25
S mths	£324.5		£302.25
Nickel	939,862		83999
Free mkt	" ASALODEC	****	235/285c
Platin'mtr oz'	v.£260		£260
Freemkt	£152.45	-2	£167,20
Quiekslivert		1-11-4-	\$370/580
Bilvor troy oz.	. 393,75p	-18,06	331.40p
5 mths	955.43P	A 10,00	341,65p
Tin Cash	£6807 3	_R7 Q	26385
Tungsten22.9	5109.48	701,0	\$111.68
Wolfrm 22,410b	s \$ 115/118	l,	91 10·11S £388,5
Zinc Cash	£409.5	+1_	£388.5
		-0,5	£327.75
Producers	F800		\$280/88D
Olla	1		
Coconut (Ohli)	\$475v	-15	\$505
Groundnut			\$595
Linseed Crud	82393V		\$380 \$519.5

Maize £138.0 Wheat Fut.Sep £111,2 No.2HardWint ;	0 2138.75
Other commodities: Cocce ship't* £975 Future Sept £942.3 Coffee Ft' Sept £1110. Cotton A.Index 72.85c Gas Oil Aug £279.9 Rubber (kile) ‡42.5p Suger (Raw) £118v Woott'ps #4s kt \$880 k	5 —1 £1129 —2 79.15c —2 #292 —42.25p

† Unquoted, x Aug-Sept. u-Juna-July, July-Aug. w Aug. † Par 76 lb fleek.

Shane c	юсов. п	Nominal.	
	IMP	ICES-	
		HAL TIM	
-		M'th ago	
		829,04	
(2n	en: July	1 1952 -	100)
		ITERS	
		M'th ago	
1554.4	1993,8	1499.2	1798.1
(Base:	Septem	ber 18 193	1 - 100)
		ODYS	
July 7	July 6	M'th ago	Yarago '
222 E	10011	097.0	1060 0

AMERICAN MARKETS || Sayebean Moat—July 175.7-179.0 (177.3). Aug 172.8-178.6 (176.5), Sept 179.0-178 7, Oct 187.5, Oct 182.7, Jan 185.0, March 189.0-129.5, May 195.5-194.0, July 190.0-200.0, Sayebean Oil — July 18.57-18.55 (18.32), Aug 13.65-18.63 (18.42), Sept 18.80, Oct 19.00, Oac 19.20-19.38, Jan 19.65, March 19.90, May 20.00-20.05, July 20.10-20.15, fWheat—July 3314, (3294.), Sept 3454-2444, (342/4.), Oec 3674-3874, March 381, May 386, July 281, WINNIFEG, July 8.

NEW YORK, July 8.
PRECIOUS METALS and copper railled sharply on a weaker doller and lower interest rates. Hearing oil was under pressure because of disunity among Opec membare. Cotton was sharply higher on naws of further demage to the Toxas crop. Coffee retreated sharply es cold temperatures talled to realize. Cottos advanced sharply on aggressive short-covering shead of the ICCO meetings next week, reported Helnold.

Helnold, Copper—July 59.80-60.10 (57.65), Aug 80.50 (58.25), 5ept 61.00-61.40, Oec 63.55-63.65, Jan 64.25, March 85.75-85.90, Mey 67.25, July 68.75, 5 apt 70.25, Oec 72.50, Jen 73.25, Merch 74.70, May 78.10. 76.10.

*Gold—July 322.0 (311.3), Aug 324.0-325.5 (313.5), Sept 329.0, Oct 332.3-333.0, Dec 339.5-341.0, Feb 348.0-349.0, Agril 355.0, June 362.8, Aug 370.8, Oct 378.8, Occ 387.1, Feb 395.3.

370.8, Oct 378.8, Occ 387.1, Feb 395.3. April 403.8, Potatoes (round whites)—Nov 66.7-67.5 (66.2), March 76.9 (76.5). April 87.4. Sales: 126. 157iver—July 812.0-613.0 (572.0), Aug 814.0 1575.5). Sept 620.0-623.0, Occ 645.0-648.0, Jan 655.1, Merch 671.7, May 688.3, July 704.9, Sept 721.5, Oac 746.3, Jan 754.9, March 771.2, May 786.8.

Sugar—No. 11: Sept 8.03-8.04 (8.19), Oct 8.22-8.24 (8.33), Jan 8.60-8.80, March 9.30-8.32, May 9.54, July 8.75, Sapt 9.82-10.00, Oct 10.08-10.10.

March 9.30-9.32, May 9.54, July 8.75, Sapt 9.92-10.00, Oct 10.08-10.10.
Tin—531.00-535.00 1530.00-532.00).
CMICAGO, July 8.
Lard—Chicage losse 21.00 (same).
Live Cattle—Aug 62.30-62.40 (62.27].
Oct 59.30-59.40 [58.97]. Oac 60.35.
60.30, Feb 60.00-80.15. April 59.75.
Juna 91.00.
Live Hogs—July 59.70-59.30 (59.45).
Aug 67.80-57.65 (57.17). Oct 54.70-54.80. Oac 54.80-54.70, Fab 52.80. Aoril 49.67. June 50.75. July 50.80, Aug 49.70.
†*Maize—July 264-263*4 (262*2). Sept 49.70.
†*Maize—July 264-263*4 (262*2). Sept 2671_262*7, (261). Oac 263*7-263*4, March 277*2. May 286*7-286*4, July 292.
Pork Bailles—July 76.80-77.25 (76.12).
Aug 74.20-73.90 [78.85]. Feb 71.70.
72.20. March 71.50-72.40, May 88.30.
July 70.00-69.80. Aug 87.30.
Live 319*3-518*2, Juny 814*2-815 (609*1).
Aug 616*3-817 (609), Sept 916*3-618.
Nov 919*3-518*3, Jan 834-633, March 650. May 663-863*2, July 274.

102.00-105.00. Salas: 3,150.
Cotton—No 2: July 66,75-67.2
(68.10], Oct 70.60-70.70 (71.84), Osc 72.70-72.80, March 74.60, May 75.65-75.85, July 76.50-77.00, Oct 79.25-77.00, Dec 75.25-75.50, Heating Oil—(cants per U.S. gallon); Aug 89,40-68.50 (88.83), Sept 68.70-89.00 (89.55), Oct 89.60-89.70, Nov 80.50-90.60, Oac 91.40-81.75, Jan 92.55, Feb 92.80, March 91.60-92.80, Aorii 81.50, May 81.40, Orange Juice—July 120.50 (119.75), Saot 122.20-122.40 (121.80), Nov 123.90-124.00, Jan 125.00, Maych 126.45-126.55, May 127.90-128.00, July 129.35-129.80, Sept 130.80-131.10, Nev 132.25-132.50, Palas: 750.

Chicago tmm Gold—Sept 317.0-317.2 [315.2], Occ 338.8-329.0 (326.2], March 340.0, June 351.7, Sept 363.8.

EUROPEAN MARKETS

PARIS, July 8:

Cocoa—[FFr per 100 kilos]: July 1060 saked, Sept 1066/1100, Oec 1143/1160, Mar 1190/1200, May 1229/1238, July 1272/1281. Sept 1302/1318. Seles at cak: nil.

Sugar—(FFr oer tonna): Aug 1811/1825, Oct 1601/1692, Nov 1680/1690, Oec 1615/1625, Mar 1603/1695, May 1770/1784. Seles at cak: nil.

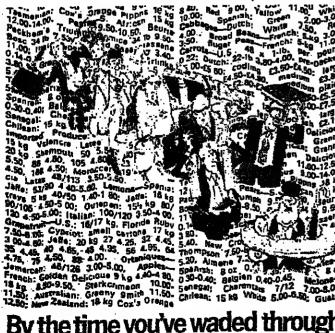
ROTTEROAM, July 2, Wheat—(U.S. \$ per tonna): U.S. 240, Nov 240, Oec 244.75, Jan 250.50, Feb 254.25, March 258 selbers.

ROTTEROAM, July 2, Wheat—(U.S. \$ per tonna): 42 paid cem strived 197, July 205.50, Oec 244.75, Jan 250.50, Feb 254.25, March 258 selbers.

Soyamael—(U.S. \$ per tonna): 42 paid cem strived 197, July 205.50, Oec 244.75, Jan 250.50, Feb 254.25, March 258 selbers.

Soyamael—(U.S. \$ per tonna): 42 paid cem strived 197, July 205.50, Oec 244.75, Jan 250.50, Feb 254.25, March 258 selbers.

Soyamael—(U.S. \$ per tonna): 42 paid cem strived 197, July 205.50, Oec 244.75, Jan 250.50, Feb 254.25, March 258 selbers.



WORLD STOCK MARKETS

NEW YORK	Stock 7 6	Stock 7 3	Stock 7 July 6	Stock 7 6	Farly 1	retreat o	m Wall	Street
Stock 7 6	Combined int 1914 1214 Gt Combustn. Eng., 234 2378 Gt	L Atl. Pac. Tea. 7 67s L Basine Pet 2 2 L Kthn. Hekoosa 311s 315s L West Financi. 12 113s Toyhound 131s	MGM	Seacon 2218 2154	_	•	Down hitining and some incer	tive rumours that one or more West
AMF 147s 15 ARA 274s 275s ASA 2634 275s AVX Corp 17 1714 Abbot Labs 284s 261s	, I	ryhound	Mobil 215 2112 Modern Merchy 1018 10 Mehasco 1178 1214	Searle (GD)	PRICES EASED in early tradi as investors continued to wor about high interest rates a expectations of poor seco	ery yesterday morning at C\$25; and changed from its last price, at	un- backed issues showing gain ter The second market fin the lower in active trading	ished liquidity problems, dealers said, on Bank Fuer Genielnwirtschaft,
Agme Gleve	Gons Edison 1754 1714 Ha	ilf Oil 971g 2714 ill IFB) 271 265g illiburton 263g 255g	Monatanto	Shell Cil	quarter corporate earnings. The Dow Jones Industr	terms of an accord to end takeover battle with Har	its volume of 12.5m.	e non-quoted bank, denied rumours mid-session, but dealers said the Banking sector failed
Ahmanson (H.F.) 814 852 Alr Prod & Chem 291s 291s Akzona	Cons. Foods 344 344 Ha	ammermili Ppr 23½ 2634 Indieman 1252 1234 Inne Mining 25 06 Propurt Brace 1314 1316	INCRAFACE THE PARTY TO A TOTAL	Signode 4914 4912	Average was off about 3.62 mid-day and the NYSE . Common Index shed a furth	All Tokyo	Prices closed slightly lowersteness selling in moderate	into-
AlcanAluminiumi 171g 173g	Cont. Air Lines 414 418 Ha Contl. Corp 9212 2268 Ha Contl. Croup 2636 2312 Ha	arris Banep	Haloc Cheminania 2018 9034	Simplicity Patt 776 734 1836 1814 1814	0.32 cents. Declines led advant by two-to-one and volu- totalled some 8m shares in	me Prices closed sharply to	ver over. ing The Straits Times Indus	rials Paris pers Stocks closed mixed with a
Alexander & Al 2412 2414 Alexander 2014 2212 Allied Corp 2814 2912 Allied Stores 981s 2715	Control Data 15 15 Ne Control Data 2572 2412 Ne	Pinz (HJ)	Hat. can	Smith Inti	first half hour of trading. Analysis said the market a suffered from the continu	spread selling pressure cent on export-oriented issues.	red tion, Genting, Keppel Snij and Straits Trading	syaru slight downward blaz in doll, each aimless trading. 53.06. Market analysts said many
Alla-Ghalmera 1214 1218	1 12	ershey	Hat. Semicductr. 194 20 Nat. Service Ind. 241s 24 Het. Standard 81s 01s Nat. Steel	Southeast Banks: 13% 14% 15% 15% 15% 15% 15% 15% 15% 12% 1	sell-off in bank stocks, react to the failure of Oklahom Penn Square Bank.	fish 73.20 points to 6,961.91, lowest level since March	its tively. 17. Elegations losses of bet	lines, discouraged in part by the
Alcoa 2418 23 Amal. Suger 4678 4718 Amax 2018 2018 Amdehl Corp 1754 1 1734	Copperweid 131g 1334		NOTOTINES	Sthn. H. Eng. Tel. 31 256 Sthn. Pacific 325, 361s			ght Boustead, Haw Par, Moib, (Government's fouth month
Amerida Ness 174 18 - Am. Arlines 171 1714 Am. Brands 405g 3978 Am. Broadcast'9 376s 37	Grane	aliday inna	NGR	6perry Corp 813, 012 6pring Wills 2412 2418 Square O 2418	Tuesday, J. P. Morgan fell 13 S471, Citicorp 11 to \$211, Ch Manhattan 11 to \$351, Ch	to Desiers said the key to lase day's fall cams in the aftern con- when a new wave of sell ord	ers in line with the general t	ower Declines led Edvances by 32 rend. to 65 in the French sector, with
- Am Can	Crown Zell 19 1818 1818 1818 1818 1818 1818 1818	oover Uni	Nieg. Mohewk 16 4 185s HICOR Inc 27 27 Niessen (AC) A 4614 NL. Industries 183g 177s	Siparanda Paliti 2004	tinental Illinois 1; to \$1 Northwest Bancorp 1; to \$ and Interfirst 1; to \$1\$;.	181, nooded the market rollowing 171 report—prominently displayed the afternoon edition of	in S\$1.58, Selanger Properties a 10 cents to S\$4.08 and Mal	lost 0.34, aysia
Am. Can. Inanee. 534 1 564 Am. Nelst & Dk. 1112 1158 Am. Nome Prod. 37 6718 Am. Nose, Suppy 43 4214	Dart & Kraft 6154 6159 No. 25 2438	surschold Intl	Norfolk Southerni 461s i 481s	Std Oil Indiana 62 te 32 te 8td Oil Dhio 90 28 te 15 15 15 15 18 18 18 18 18 18 18 18 18 18 18 18 18	Hanna Mining slid 7½ to \$ after 2 late opening. Nor Energy settled its takeover ba	the Eurobond market was in	hat cents to S\$2.40. bad The Stock Exchange I trial/Commercial Index dec	ndus- Maior minima and all towns
Am. Medical Intl 205e 20 Am. Motors	Oetta Air 9514 2578	·	Nth. Am. Coal	Stevens (J.P.) 143s 145s	for Hanna by agreeing to acquan additional 11.2 per cent of company, or 1,25m newly-issu	uire phinging. the The traders rumours spr ued The traders rumours spr	2.66 to 518.04.	Brokers said there were not positive local or overseas info- ences to stem the sail-off.
Am. Standard 21.6 21 Am. Stores 427s 4514 Am. Tel. 27el 501s 50 Ameteking 2514 251s Ameteking 2516 251s	. i Ni	usky Oil	N West Airlines	Superier Oil 085e 285e 6uper Val 6trs 165e 165e	shares, for \$45 a 2hare. Market researchers said market was increasingly wary	in the Tokyo Market that small West German bank the gone bankrupt.	steady opening, in quiat	er E Market observers said a tech-
AMP 611 61	Dictoryle	123 103	Nerton	TRW 4854 4912 Taft 5134	developments. Hopes were i fading that U.S. problems w transitory. More investors w	fast Dealers said sentiment were also dampened partly by exper- tions that U.S. Interest re-	cta. There was sporadic liq	ding ably be pear 400 on the All
Amstar 992g 223g Amstead Inda 2334 251g Ancher Hockg 157g 157g Ancher Daniels 123g 122g	Dome Mines 67s 57s in	itel	Dgden 18 18% 18% 314 314 314 12% 12% 12% 12% 18%		realising that second quarearnings had been under me pressures than anticipated	rter would remain nigh. lore Sony, Fujitus, Vic and Matsushita Electric Industry	tor. positions with the strengt and the Hong Kong dollar. The	Hang points to 443.2 yesterday.
Armstrong CK 15% 161s Assmera Oll 71s 73s	Dow Jenes	terlake 883e 253e 153e 153e 153e 153e 153e 153e 153e 1	Dmark	Tektronix 51% 51% 51% Tenneco 24% 24% 16% 16%	would be disappointing which interest rates remained high. THE AMERICAN SE Man	Hitachi, which is the subject U.S. allegations of conspiract	t of points to 1,252.24. to China Light was 6 to feeture in the market, lost	melo Gold shares closed mixed
Asarco 21 9119 Ashland Oil 2619 2419	1 Dun & Stag 323g 2014 In	iti. Fievours 2078 215s	Owens-lilinois 23 2318	Texas Eastern 461g 4654 Texas Gas Trn 227g 225g	Value Index fell 3.35 to 242 on turnover of some 2.4m sha	201 SOLA 1026 A40 to 13-120' se	did cepts to close at HK 840, mainly on rumours the con	ipany with the builloo price offering
Averingti 1534 1534 2636	In	tti.inocme Propi 214 014 tti.Papar	PPG Inde	Texas Oil & Gas 2414 9112 Texas Utilities 9125 2112 Textron 18 1878 Thermo Electron 1412 1422	Canada Stocks were elightly lower	Y959 and Fuji Film Y40 Y1,320. in Mitsublshi Heavy Indust	to dealers said. A China Light official ries later that the company	said et 1,175 cents end Ergo 20 at 460, was while Freguls shed 50 at 2,150
Avnet 40 40'4 Avon Prod 24's 24's Baker Intl 22'4 26 Balt Gas & El 3458 84's	Eastern Airlines 61, 61s Je Eastern Ges & F. 161s 18 Je Eastern Redek 725s 76 Je	mes (F5)	Palm Beach	Themas Betts 4614 4534 11dewater 1878 2014 71g 714 17me ine 2814 2836	early trading with the Toro Composite Iodex off 1.6 to 1,35 Declines led the advances	50.7. Nippen Oil slipped Y36 to 1 50.7. Nippen Oil slipped Y36 to 1 5.86 on shelling in reaction to	'813 issue. the	ever, other Minings end Finan- ciels were quietly firm where traded. De Beers rose 13 at 425
Banger Punta 131 134 Banger Punta 151 134 Renk America 161 17	Echlin Mf2	shrison-Contr 21 21 shrison & Jrs 395 3878 shrithen Logan. 14 1414	Pan, Nend Pipe 22tg 23 Parker Orlling 114 11	Times Mirror 4034 4034	to 16 on turnover of 577, shares.	sustained yen decline against dollar, and other Oils, inclo Toa Nenryo and Koa Oil	the Germany ling Prices closed generally	ahead of CSO diamond sales easier figures, while Angles firmed 10
Bank of H.V	El Paso 1779 1756 K. Emerson Elect 4434 44 K.	mart 1814 1818 alser Alum 1256 1258 alser Steel 1714 1714	Parker Hanfn	Timken 481e 48 Tipperary 5 654 Tanks 162e 163e Total Pet 10 101e	Closing prices for Non America were not available for this edition.		as sentiment remained depr big by the financial plight of only Telefunken and cont	AEG- Industrials closed firmer with inued leader Barlows op 15 at 680.
8eatrice Foods		aneb Services 1812 1833 autman 8rd-man 7 67s	Peoples Energy 86s 86s 86s 86s 86s 87s	Transamerica 351g 341s 187s 181s 187s 187s 187s	CANADA	ELGIUM (continued) HOLLAN		Price + or July 8 Yen
Beneficial 184 154	Enseroh	ay Corp	Petrolane	Trans World 1019 1939 Travellers 1214 1216 Tricentrol 678 079	Stock July 5	Frs ACF Holdi	76.5 +0.5 AHZ Oroup	5.6 -0.1 Kubota
Beth Steel	Ex Cell Q	Idda 203e 203e 1mberly-Clark 583e 587e 134 134 134 134 134 134 134 134 134 134	Phila Elect	Tri Continental 1814 1836 Triton Energy 1218 121 Tvier 1836 1378	Agnico Eagle 6.62 6.62 Sc Alban Alumin 2278 2236 Sc	oyale Beige 6,050 Ahold Alco oc. Oen. Banq 2,340 Akrold Alco Oen. Banq 2,340 Akrold Alco Office Office Control of Office	03.6 -0.1 Assoc. Pulp Pap 278 +0.6 Audimco	1.45 —0.16 Lion — 586 —2 0.10 — Maeda Cons — 586 —2 1.88 — Makita — 725
8 ue 8all	Federal Co 253g 23	roshler	Pilibury	Tyler 13% 13% 13% UAL 17% 17% 17% 17% UAL 17% 17% 17% 17% UMO Inda 81% 61% 65% 39. Union Camp. 44% 44% Union Camp. 44% 44% 11%	Asbestos	olvay	ert 159 -0.5 Aust. Nat. Inds	2.50 Marudal 539 -2 1.68 -0.94 Marul 581 -3 9.45m -0.57 Mateuchiba 259 -28
Bristol-Myers 543a 544	Yad Paraurasa 074 674	TV 105g 105g anier Bus, Prod 141g 141g aar-Siegler 214g 216g aaseway Trans, 87 275g	Plessey 82 8012 Polaroid 1736 1732 Potiatch 2412 9312 Prontice Hall 27 27		Ball Canada 174 1Tig	Elecvior N Ennia Euro Com	OU 153 +0.6 Bond Hidgs	1.00 -0.95 M*bishi Bank 600 2.26 M*bishi Corp 493 -1 1.00 -0.95 M*bishi Elect 222 -4 1.85 -0.81 M*bishi Ri East 432 +2
8rown Ferman B 3276 3236 8rown Grp 351a : 3614 8rown & Sharp 1314 1276	1st Benk System 2834 20	enox	Proctor Gamble, B21g 821g Pub. Serv. E & O. 1958 1958 Pub. 5. Indiana 2854 23	Union Oil Cal 30/3 31/4 31/2 32/	8rascan A	DENMARK Cist_Brod Holine kan Hoogover July B Price + or Hunter Di	57 -0.2 6ridge Oit	2.25
Brunewick	i i	evitz Furntr 26% 25% 25% 2214 2214 2214 567% 56	Purex 254 254 254 254 254 254 254 254 254 254	Unt. Energy Res. 29 295q U2 Fidelity G	CadillacFairview 31g 534 Can Cement 83g 84g - Can NW Energy 223g A	July B Price To Int Mulici KLM	87.7 -0.5 GSR	1.75 -0.05 Nippon Denso 941 -34 5.55 -0.05 Nippon Gakki 630 -1
Bueyrus Eric	1st City Bank Tex 185, 1278 1st Interstate 2214 2254 1st Missisppi 778 8	Incoln Hat	RCA	US Steel 183 12 US Surgical 22 4134	Can Packers	CopHandelsbank 126 318.2 +5.2 Ned Mid I 326 318.2 +5.2 Hed Lloyd Carske Bank 36.2 +0.2 Oce Crint 36.2 +0.2	ank 114.2 +0.3 Do. Opts	1.28 —0.62 Nippon Shimpan 731 —19 2.00 Nippon Steel 128 —7
CBS	1st Penn	ongs Oruo Strs. 307g 30 oulsiene Land 281g 271g oulsiene Pac 17 161g owensteln 26 26	Reading Sates 127g 121g Reading Sates 127g 121g	US Trust	Gan Tire	Friende Barysg. 613.0 Pakhoed. Forenede Damp. 401 ONT Hidg	22,6 —0.8 Dunlop	1.45 NTV0.60 +110 0.94 -0.81 Hissan Motor 780 -11 9.60 -0.18 Nieshin Floor 538 (-4
CSX	Floride Pwr & L. 3212 3085 Ford Motor	JUDIZOL 17 LICKY STR. 1314 1312 A/A Com. Inc. 1214 1314 A/CA. 5814 5936	Recysa Bros	Upjohn	Chieftain	Nord Kabel 126 +1 Robecc Novo Ind	199.5 -1 124.5 -0.8 Endeavour Res. 194.7 -1.8 Gen. Pro. Trust. 153.8 +0.2 Hartogen Enorg	0.16 Norder 148 -2 146 -1 146 -2 146 -1 146
Can. Pacifie	Freeport MoN 161g 156s No. 1834 1834 CAF	deemillan	Republic Steel 1718 1718 Reach Cottrell 1114 11 Resort Intl A 18 19	Virginia Ep	Costain	Provinsbanken 119 Royal Duri Smidth (Fil. 165,5 — 1,4 Slavenbu S. Berendsen 499,4 +4,4 Tekyo Pa Superfos 22,6 +1,2 Uniterer	6 H2 188 Jennings	1.55 Orient 1.450 30 30 00 00 00 00 00 00 00 00 00 00 00
Carter Hawley 1814 1814 Caterpillar 3718 8712	13	Mac	Revco (DS)	Wal-Mart Stores 614 514 514 Warnaco	Come Mines 722 788 Oems Petroluem: 6,37 5,37	Viking Re Vmf Stor VNU Wost Utr	41.7 —0.8 Leonard Oll 38 +0.5 MIM	2,41 —0.57 Sapporo 255 ——————————————————————————————————
Gentel 30 2014 8012 Central & Sw 154 1312 Central & Sw 1013 1018	Gelco	Marriott	Rexnerd	Waste Mangt 2754 2759 Wels Mkts 2714 27	Falcon Nickel 3534 34	FRANCE	Meridian Oil Mogarch Pet Myer Emp Nat. Bank	1.30 -0.02 Stanloy 530 +2 1.38 +0.0 Stanloy 210 -1
Certain-teed 115s 115s Gessna Airereft 1514 1314 Champ Heme 81d 3 25a Champ Int 125s 191s	Oen Electrie 6354 64 Gen Foods 5768 3758	Masec 321g 317g Masecy Fergn. 2 2 Mass Multi-Corp. 18 18 Mattel 14 141g	Rockwell Inti 31tg 31 Rehm & Hass 494 49	Wells Fargo	Gt. West Life 2.05 2.05 Culf Canada 1834 1878 Gulf Stream Rea. 1.86 1.86	July 8 Price + er ITALY Emprunt 44% 1976 1,784 +50 July		1.66 +0.91 Taisho Pharm 676 -4
Chemp Sp Plug. 81: 83: 83: 64: 83: 83: 64: 83: 83: 83: 64: 83: 83: 64: 83: 83: 64: 83: 83: 83: 64: 83: 83: 83: 83: 83: 83: 83: 83: 83: 83	Cen Mills	May Dept. Stra! 277s 875g	Reim 931, 924	Western Unien 28 281s Wastinghouse 251s Westvace 201s 201s Weyerhaeuser 24 24	Hellinger Argus., 26 06 6	Emgrunt 7 1978.	en	0.28
Chesels Pond 31 31 4 Chricago Prisum 12 4 12 4 Chrysler 56 8 32 4 Chubb 56 8 32 4	Gen Tire	Maytag	Roper Corp	Wheelobratr F 2778 9778 Wheeling Pitts 14 1334	Husky Oil	470 6 Centrale 360 621 4 4 4 6 621 4 6 6 6 6 6 6 6 6 6	2,070 —122 Seckitt & Coin . Santos	1.68 Tokie Marine 456 —5 4.55 Tokyo Elect.Pwr. 820 —1 1.02 —0.01 Tekyo Gas 107 107 Tekyo Saryo 462 +1
Gigna	Georgia Pac 1514 1456 M	MeCraw Edison., 271g 27 MeCraw Hill 481g 483g	Ryan Hemez 1434 1412 Ryder System 2834 2812 BFN Camponies 1756 1712	Whiripool	Indal	24	0,110 —1 25,400 +400 87 +176 2pargos Expel.	Tokyu Cerp
Clark Equipment 123, 20 Cleve Cliffs Iron.: 175, 171, Cleary	Olddings Lewis 331s 335s M	McLean Trukg 145g 141g Mead	Sabine Corp	Winn-Dixle Str 367s 555s Winnebago 67s 5 5 6 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6	MEINTYPR MINEL J 254 1 2549 1*	Cie Banozire 166 Pirelli Co Cie Gen Ezux 884.5 +8.5 Pirelli Sp Coffmeg 120 2 Shiple Vision Creusot Loire 72 70.1 Tero Assi	osa 1212 4 Vallent Consdt.	. 1.72 Victor 1,250 -140 -10 0.58 Wasoal 707 -10
Coucht Peeby 171 17 Coca Cola 353; i 353; Colgete Pelm 171; i 171; Collina Alkman 161; i 163;	Goodyear Tire 245a 24 M	Melville 47 463g Mercantile Sts 68 65 Merek 534 66 Merek 301g 563g	St. Regis Paper 317g 217g Sante Fe Inds 131g 131g Saul Invest 614 63g Schering Plought 287g 00	Wyly 8 878 Xerox 5118 3134	Moore Corp 55 3514 C	DNEL 107.2m 2.8 de. Prei DNEL 40.6 +1.3 Dumez 1182 -8 GenOccidental 407 -2	7,501 –58 Western Mining Woodside Patre Wormald Intl	
Golt Inda 2418 24	Grainger (W.W) 3746 874	Merrill Lynch; 241g ; 0414		Zapete 153 154 16 Zenith Radio 151 16 Zenith Radio 11 107g	Nthn, Telegom 451s 1 451s Oakwood Pet 05s 25s	46.2 4.3 NORWA	HONE KON	SINGAPORE
	Indices				Placer Dev. 117g 12 Pewer Corp. 85g 85g 85g 185g 185g 185g 185g 185g 18	Mechines Buli 28.3 -0.2 Matra	Kroner — July 5 Bank 108 +3 rd 108,0 +2,6	Price + or 6oustead Shd 1.83 -0.51 Cold Storage 8.60 +8.66 +8.66 +0.95
NEW YORK	July June June	nes Cmpil't's	July July July 10	ily 1282 5 Nigh Low	Ranger Dil	Perrier 150.8 +1 Norsk Hy	46 Cosmo Prop	1.70 Frazer & Neave 5.80
o Industr'is 788,56 788,30 788,85	5 808.27 811.08 812.21 882.52 785.82 10 (4/1) 116/51 211	AUSTRALIA All Ord, 11/1/80	(1:1/88) 440.2 448.7 457.8 48 238.0 803.8 814.2 01	9.7 U95.5 (4/f) 449.7 (7/f) 6.4 425.1 (5/f) 585.8 (7/f)	Royal Bank	Podeln	NK Kowloon Wi HK Land Hk Shanghi Kk NK Telephone	7, 447
Transport 815,88 614.00 314,60	17/1) (21/61 1)9	47,68 12,82 Gredit Aktien () 47,68 (8/7/62) 84,681 (8/7/62) 85,32 10,5 SELGIUM	2/1/82) 48.25 48.85 49.77 4	8.87 56.96 (4/1) 48,50 (28/8)	1	Roussel-Uciaf	8 Price - or Jardine Math.	15.00.6 5.950.11 SOUTH AFRICA
TradingVol		Belgian SE (51/ OENMARK Copenhagen Si		2,55 192,43 (6/4) 88,42 (20/1) 1.88 128,22 (25/2) 159,53 (16/6)	Teok 8	AGAAifa-Law Affa-Law AGEA	185 +2 Wheel KMariti	9 4.6
Day's high 804,70 low 705. Indust'l div. yield %	June 23 June 18 June 11 Your	I ING 1 ONG SUICE		8.30 T11.8 (12/5) 85.8 (4/1) 8.50 184.8 (12/5) 87.7 (4/1)	Welker(N) Res	July 8 Price + or Gallufoss Dm. — Electrolu	109 168 216 216 216 110 110 110 110 110 110 110 110 110 1	Anglo Am
STANDARD AND POORS	8.25 7.08 · 6.90 ;	6,50 CERMANY FAZ-Aktien (61) Commerzbank		4.78 238.45 (5/4) 218.25 (15/1) 5.7 721.8 (5/4) 688.7 (15/1)	1 1	AEG-Telef	ree) 148 +2 July 8	Price
	July Juno June Nigh Low H	High Low NDLLAND ANP-CES General ANP-CES Indus	rad (1979) 86.3 85.3 86.5 8 t (1979) 88.0 68.5 88.8 6	6.4 \$6.9 (10,6) \$4.8 (8/1) 6.6 74.8 (19,6) \$5.2 (4/1)	AUSTRIA	Bayer-Verein	Free) 17I —1 Bridgestone 485 —3 Canon	488 2 482 -4 Gold Fields 40 40 50 40 76
<u></u>	85: 108.71, 109.61; 110.21; 122.74 107.20; 1 14/11 (2/5) 12.75; 107.20; 1 14/11 (21.5) (21	1/11/80 (1/6/82 name sent sau	nk (81/7/6 4 1252,24 1271,58 1268,78 106	6,71 1445,52 (12/1) 1125,88 (8/5)	July 8 Price + ar	BMW	riberg 063 -5 OKBO	812 -5 Kloof 25 5 5 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6 6
indust'i div. yleid 🐒 🗼 🕌	3.21 5.82 3.27 7.70 7.76 7.83	4,85 Banca Comm I JAPAN** Cow Average ((16/6/49) GRS1_917055_117019_55768	1.19 7828,55 (27/1) 8888,55 (17/5)	Oreditanstalt	Degussa	ee)	400 -1 Rembrant 8,40
	13,73 14,02 13,66	13,27 Takyo New SE	14/1/58) 529,25 526,89 528,25 55	0.15 685.29 (27/1) 820,78 (17/8)	Steyr Delmier 146 Veitscher Mag 185 +6	Deutsche Bank 050 —2.9 100 Schultz 164 —1 176 —1,3 CHH	REAND FUILE FARIES	1 830 -30 Unisec 3.48
HAY 2'E' VIT COWMON	1982	singapore Straite Times (Hoesch 31.3 +0.6	Fra. Hawa Ri East.	509 -11 Financial Rand US\$0.775 531 -6 (Discount of 10%)
7 6 2 1 High 61.7061.7861.9262.51 71.20 (4/1)	h Low Rises	555 506 831 857 SOUTH AFRICA 446 456 Gold (1968) 10 — Industrial (1968	555.9 345.1 l	- 565.5 (5/1) 855.5 (7/7) - 711.7 (5/1) 547.5 (29/6)	BELGIUM/LUXEMBOURG		416 -16 Hitsohi Koki	426 BRAZIL
	New Lowe	103 - SPAIN Madrid SE (68/			July 8 Rrice + or	Keufhof	State	854 +1 Renco Brasil 16.550.96
	252,45, 252,72, 252,63, 352,75 (4.1) 2	Low SWEDEN Jacobson & F. 68,68 (21/6) SWITZERLAHD	,		ARBED	104 277 6,5 Hoff-Roo Lufthanes 65.7 1 Interfoor MAH 186 1 Jelmoli 189.2 5 Landis &	he 1/10 5.876 -76 JAL 14 5.850 +50 Juneo 1985 - Kajima Kao Soap Kajima Kao Soap 1985 - Kao Soa	396 -2 Beigo Min 6,90 +0,28 2,320 +190 Brehme PP 8,08 +0,85 6,90 +0,16 1,91
TORONTO Composite 1852,2	 		1.(61/12/68) 257.40 240.9 241.1 24			Metallgessell 198 -8 Oer-Buel	rie 1,005 —50 Kikkoman	3572 Unipar PS 8.20
Wednesday Stocks Closic traded pric	Change ing en Stocks C te day traded	Change Closing en 200	') Saturday June 26: Japan Dow	7203.90. TSE 539.40.	GBL (BruxL) 1.34040 s	176.75	1,005	Vale Ric Doos
Giddinge Lawie 1,129,700 26 Citisorp 781,900 23 Tandy 757,200 27	Fig. + 11; IBM	725 ⊢ 3 Soo. NYSE A	Ji Common—50: Standard and Property on 1975, † Excitating by	ustralie Alf Ordinery and Metals- sora-10: and Tecents-4,000; the ords. 400 industrials. 5 400 and 20 Jamsports. c Closed	Hoboken		1/1000 - 350 NOTES Profits - 3,500 - 30 Individual engl	cae out this page are ag quoted us the
Oisney 722,000 56 HLT 708,900 38	34 - 24 Cont Illinois 493,900 85 - 5 Sleek Decker 483,100	132 H 3 Industrian p.				Vorein-Wast	200 -200 xs Ex all	- marriagnes. 200 EX Soring leating 327 EX 168124.

with the authorities again influence for equity market smoothing the path for the UK generally.

Clearing banks to make a further small reduction in base rates, day on Wall Street also urged caution in London's after-hours' and the 30-share index fashion yesterday. London equity markets appeared set 10 follow the movement ioitially, but investment response later became highly selective and many lead-

ing sheres became uncertain.
Gilt-edged securities opened confidently, reflecting easier short-term U.S. interest rates overnight and sterling's steadier performance yesterday against the dollar. The Bank of England's move shortly before 1 am clipping the important hand one interpretation. band one intervention rate in UK money markets augmented.

ties, but medium issues showed up best with gains ranging to a. Longer-dated stocks were a maximum of i higher and some shorts were up to i better. Against the trend, a few low-coupon shorts lost ground on the Minat hardened a couple of the couple of the

Fixed Interest.....

HIGHS AND LOWS

ments in FT Industrial Ordinary share index constituents; Glaxo "First Declara- Last Account Dealings tions Dealings Day
Joly 27 Aug 6 Aug 7 Aug 17
Aug 10 Ang 26 Aug 27 Sept 7
Aug 28 Sept 10 Sept 11 Sept 21
"New-time" dealings may take place from 9.30 am two business days
oarlier.

> closed 3.8 down at the day's lowest of 551.4; at 11 am, this measure was showing a rise of

Grindlays good

FINANCIAL TIMES STOCK INDICES

P/E Ratio (net) (*)..... 10.48 10.46 10.44 10.31 10.21 10.59 10.09

Equity turnover 2m. - 193,87 133,53 102,61 114,04 122,93 133,83 Equity bargains.... 10,903 10,993 10,306 11,394 10,560 14,469

. 2 pm 652.7, 3 pm 552.6.

Latest Index 01-246 8026.

Since Compilat'n

High Low High Low

70.40 61.89 127.4 49.10 (7/8) - (5/1) (5/1/85) (3/1/75)

A resurgence of speculative buying fuelled by revived talk of a bid from Hong Kong and Shanghai Banking helped Grindlays to feature the banking sector with a rise of 13 to 188p. Awaiting probable reductions in base lending rates and the interim diffured season scheduled. terim didivned season, scheduled to start at the end of the month, the firm tone.

Fresh investment funds were traded firmly NatWest rose 5 to committed to Gilts of all maturiations, but medium issues showed latter's half-year figure are due up best with gains and showed latter's half-year figure are due view that any new Government, pence more to 153p. Elsewhere funding today could take the Insurances, Life issues made form of a low-coupon issue.

The specialised nature of putting on 8 to 414p, Britamic equity business was illustrated 6 to 272p and Prudential 5 to by sharply contrasting move-

550	Insura Broker	nce 's	4
450		A	1
350	~~	FI	ASTUARIES. INDEX-
250	1980	1981	1982

Affantis Resources Inter day's preliminary figures, if not national made a quiet market before, despite the group's received, opening and closing at ported denial, and the shares BPB responded to the chairman's optimistic annual statement by touching 420p before closing a net 5 up at 415p. Lead-ing Buildings otherwise closed a shade easier for choice as talk of lower Interest rates wore thin. Elsewhere, James Latham shed 5 to 120p despite the return to profitability, while John Booth (Bolton) dropped 11 to 23p following the annual loss and dividend omission, Scrappy selling again left its mark on Sheffield Brick, which dipped to a 1982 low of 24p before closing 3 down on balance at 25p, while Phoenix Timber Jacked support and gave up 4 to a 1982 low of

and gave up 4 to a 1982 low of Business in ICI remained thin and the price drifted off to close 4 cheaper at 300p, but Amersham came in for fresh support shead of next Monday's results and out on 6 to 230p, while Allled Col-loids, preliminary results due July 20, added 3 to 213p, Rento-kil gained 4 to a 1982 peak of

176p. Storea attracted a fair measure of inouiry, but not much business. The leaders remained dull at 470p, while Marks and Spencer gave up a few pence to 151p. Selected secondary counters made strong progress. Courts Furnishers stood out folowing the excellent preliminary profits and rose 12 to 82p, with the A a similar amount up at 780. Polly Peck added 5 more 10 3520, while good support was again directed towards Cornell

been appointed. Thorn EMI down again The market yesterday re- 322p, while Single revived and Organization prompted a mained convinced that Thorn added 21 to 371p; the latter's of huying interest in De Beers which surged ahead to close 20 which surged ahead to close 21 which surged ahead to close 22 which surged and organization prompted and organ

11.75 12.65

12.73 13.41 13.56

13.8

13.12

14.60 14.46 12.49

13.54 13.63

13.55

13.15 12.37

14.52 14.52

14.20 15.33 14.98 14.85 15.50

15.10 12.83

were sold down to a 1982 low of 390p after a two-day fall of 20. Plessey attracted continued investment demand and touched 4930 but retreated later on profit-taking to colse 5 down on balance at 4850 Elsewhere in Electricals, Ferranti continued to attract a fair amount of speculative attention on bid hopen but failed to hold the day's best level of 825p, closing 5 up at 810p. Bowthorpe firmed 12 at 277p as did George Scholes, 372p. By way of contrast, an almost total lack of support shead of the annual figures due next mooth annual figures one next moon can describe the figures one next moon top 8 Candecca, additionally stimulated more to 25p, which compares: by press comment, put on 11 to with the 1982 peak of 140p; 212p, Jackson Exploration gained Gresham House, a major share: 10 to 116p following a broker's bolder, lost 5 in sympathy to seminar, but Goal Petroleum shed 6 to 87p on the £5.5m rights and the first property of the first

Engineerings passed a dull assession with the market still apparently paying heed to recent industrial surveys suggesting that recovery from the recession. Inchespe continued to respond to will be slow. TI, recently weak on adverse comment, fell 4 to loop, while the associated British Aluminium cheapened 2 and firmed 4 to 116p.

Shippings featured British and couple of pence to 38p in sym-pathy. Reports of a broker's downgrading of profits estimates for the group left IMI 31 cheaper at 504p, while Moss fell 5 to 67p at 413p. Movements elsewhere following details of Biwater's were generally restricted to a share disposals. Edbro reflected penny either way. the chairman's profits warning with a fail of 2 to 92p and Astra Industrial gave up a penny to 9p on disappointing results.

Engineerings passed a dull

again directed towards Cornell
Dresses, 13 dearer at 183p. NSS
Newsagents closed 4 better at
116p, but Lee Cooper finished 5
Cheaper at 100p.
Among Shoes, dealings in
David Scott were suspended et
131p pending clarification of the
company's position; it was later
announced that a receiver had
been appropried

112NO FISE

Foods made a firm showing for full year; the liquidation of bull
nositions saw the shares down to
98p before closing 41 down on
the hest in places as interest
that a paper of effect on other
Tobaccos, with Bats continuing
the recent recovery by rising 6
Tating. Tate and Lyle met
Tobaccos with Bats continuing
the recent recovery by rising 6
Tobaccos with Bats continuing
the recent recovery by rising 6
Tobaccos with Bats continuing
the recent recovery by rising 6
Tobaccos with Bats continuing
the recent recovery by rising 6
Tobaccos with Bats continuing
the recent recovery by rising 6
Tobaccos with Bats continuing
the recent recovery by rising 6
Tobaccos with Bats continuing
the recent recovery by rising 6
Tobaccos with Bats continuing
the recent recovery by rising 6
Tobaccos with Bats continuing
the recent recovery by rising 6
Tobaccos with Bats continuing
the recent recovery by rising 6 Glaxo rise closed 5 dearer at 470p, after 475p. Avana put 00 6 for a three-half-year diamond sales figur day gain of 20 to 318p, after from the Central Sellin 322p, while Single revived and Organisation prompted a flurr

of the U.S. profit potential of its
Zantac anti-ulcer drug helped
Glaxo to rise 10 to a 1982 peak
of 736p. Following details of the
sale of its industrial supply
operations in the UK, France and
operations in the UK, France and
Solvent So

for \$7.7m cash, Reckitt and to 186.6, extending the fall over Colman rose 6 to 290p. Transport the past six trading days to 17.1. Development firmed 3 to 73p. Bullion closed \$7.5 np at \$314.5 Elsewhere in miscellaneous in-dustrials, Peter Black advanced an ounce. Heavyweights sustained iosses

dustrials, Peter Black advanced 10 more to 345p on renewed speculative huying while, hopes of likely benefits accruing from the rail strike left United Parcels 8 up at 208p. Johnson Group Cleaners rose 7 to 276p in sympathy with an advance of 10 to 105p in bidders Sunlight Services. BB and EA fell 5 to 60p on the halved final dividend and annual deficit.

Properties met a moderate twoway business and closed firmer for choice. Haslemere Estates, preliminary results due on July 15, rose 4 to 342p. Elsewbere, large with the day and the services are the services and closed firmer for choice. Haslemere Estates, preliminary results due on July 15, rose 4 to 342p. Elsewbere, large with the day and the services are the services and closed firmer for choice. Haslemere Estates, preliminary results due on July 15, rose 4 to 342p. Elsewbere, large with the day and the services are the services and closed firmer for choice. Haslemere Estates, preliminary results due on July 15, rose 4 to 342p. Elsewbere, large with the day and kloof † to £10‡. Helena, however, were finally ½ to £10‡, reflecting bear closing.

In the ebeaper-priced issues, Durban Deep gave up 16 to a year's low of 525p. South African Financials were mixed. Gold Fields of South African Financia

preliminary results due on July 15, rose 4 to 342p. Elsewhere, Carlton Real Estates attracted fresh spaculative interest and London Financials picked up strongly in after-hours' dealings. Gold Fields ended 5 up on balance at 353, Rio Tinto-Zine put on 4 to 367p and Charter edged up 3 to 198p. pnt on 2 to a 1982 peak of 194p, while M. P. Kent found support and gained 4 to 57p. Trust Securities Deferred firmed 3 to 73p, but Lynton softened 2 to a

There was no respite for Australians which continued to less ground in the wake of overlow for the year of 182p. night Sydney and Melbourne markets. Bond Corporation lost 2 to a 1982 low of 60p while MIM Holdings and Peko-Wallsend eased a penny apiece to respective 1982 lows of 143p and Recently subdned Oils took a modest turn for the better, British Petroleum and Shell sidding 4 spiece to 270p and 390p respectively. Elsewhere, talk of a broker's favourable circular helped Lasmo to rise 10 to 300p.

The Humbly Grove participants came to life, Carless rising 7 to

169p and Marinex 6 to 103p. Candeces, additionally stimulated

issue proposal. Recewed demand in a thin market lifted O.R.E. 8

A shade firmer immediately in

front of the announcement, Imperial Group reacted sharply

following interim profits which fell short of expectations and led to a revision of estimates for the

exceptionally business in the underlying shares stimulated demand for Imperial Group Traded Option positions and 1,357 calls were taken out following the announcement of the first-half figures. A substantial amount of money was again directed towards: the again directed towards the Angust series, the 90s and 100s attracted 385 and .330 calls respectively, while 346 deals were struck in the November 100s.

OPTIONS

Last Deal- Declara- Settleings ings tion ment June 28 July 9 Sept 30 Oct 11 Shippings featured British and Commonwealth, which odvanced 13 to 453p in 9 restricted market. Caledonia closed 11 to the good at 413p. Movements elsewhere July 12 July 23 Oct 14 Oct 25 July 26 Aug 6 Oct 28 Nov 8 For rate indications see end of Share Information Service

in Thomas Borthwick, Acrow A, Rothmans International, William Press, UDS, Tozer Kemsley and Millbourn, Shaw and Marvin and Gninness Peat. Puts were arranged in Ferrantl and Inter-City, while doubles were taken out in UDS and

RISES AND FALLS YESTERDAY

rating. Tate and Lyle met			Rises	Fells	Same
renewed support and also firmed	De Dears and - best :	Oritish Funds	72		17
4, to 174p, while British Sugar	De Beers surge ahead	Corpns, Com. and		_	.,
closed 5 dearer at 470p, after	The much better than expected	Foreign 2onds	27	1	49
	The much better than expected .	Industrials	188	203	948
	half-year diamond sales figure	Financial & Props.	138	51	323
day gain of 20 to 318p, after		Dils	32	21	54
322p, while Single revived and	Organisation prompted a flurry	Plantations	2	2	54 16
	of huylog interest in De Beers	Mines	17	49	91
	which surged ahead to close 20	Others	49	.44	59
			_	_	
printed on these consideration	higher at 204p. Anamint, a sub-	Totals	523	377	1,559

RECENT ISSUES

					FAGTITIES		· ·				
leaus price p	Amount paid up	Latest Renunc. Dete		62 Low	Stock	Ofosing Price	+ or	Divi p. or amount	Times	Gross	P.E.
\$250 \$45 \$45 \$45 \$90 \$578 \$578 \$50 \$157 \$103 \$157 \$103 \$150 \$77 \$103 \$150		50/7 23/6 30/7 25/6 16 4 4/6 30/7 28/6 26/6 2/7 2/7 2/7 2/7 2/7 2/8/6	46 55 101 59 435 59 168 98 17 90 195 121 530 155	11 44 860 45 50 92 12 293 32 140 84 150 150 150 150 88 160 38	*Denoora. *Alruck Hidgs. *Alruck Hidgs. *Alruck Hidgs. *Alruck Hidgs. *Algoup Inv Option *Knight Cmptr Int5p *MoCarthy & Stono *Miles 33 10p Orifiams SA [USS].50) *Radio City 'A' NV	144 980 45 55 29 30 415 08 168 90 122 112 515 152 183 32	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	59.0 51.51 53.0 55.25	11 554 59 59 27 55 65 65 65 65 65 65 6	4.5 4.7 1.8 9.0 0.9 3.8 4.3 2.6	16.0 12.7 16.4 29.2 11.5 11.5 10.4 10.4 2).5

EOUITIES

FIXED INTEREST STOCKS

iseuo price £	Amount paid up	Latest Renuno date	19		Stock	Ciosing price &	+_0*
			_	Low		7	
\$5 100 \$100 \$100 \$101 1100 98.55 100 100 88.340 \$100 \$100 \$100	F.P. E.10 F.P. F.P. E.23 F.P. E.25 F.P. E.25 F.P.	50)7	101 90 100% 99% 25% 47 46	100 101 ₂ 120 107 231 ₄ 251 ₄ 1001 ₈ 997 ₆ 241 ₆ 38	BournemouthWater9% Red. Prf. 19789. First Nat. 194pc Conv. Uns. Ln. 1987. ALONACONT 1/4/CONV.Sub Uns. Ln. 198-20 Mariborough Props. 10% Chv. Ln. 198-2022 Midland ak. 14% Bub. Uns. Ln. 2022-07. Nationwido Bdg. Soc. 184% (5/5/83).	133 108 921 ₂ 901 ₄ 1001 ₂ 1001 ₂ 253 ₄ 41	+ 38 14

"RIGHTS" OFFERS

sue los			test nunc. ate	1982		Stock	rice To o	+ 4
p	₹ 5	•		High	Low		85	
56	F.P.	9/7	6/8	188	188	Applied Computer Tech	187	_
70	F.P.	15/0	94/8	190	180	Sonk Leurni (UK) £1	158	-
74	F.P.	18/2	30/7	234	212	Grand Met 50p	934	-
10	NII			2pm	2pm	Jonks & Cattell	8 pm	
50	F.P.	24/5	15/8	01	52	Press (Wm.I 10p	8pm 60 410	· • • • • • • • • • • • • • • • • • • •
2.5	F.P.	17/0	50/7	440		Caatchi & Saatchi 10p	410	***
13	F.P.		13/8	258		Skatchloy	858	+1
50 50 13		10/3	10/6	25	24	Young [H.)	258 25	7

ACTIVE STOCKS

Above sverage	activity v	ras noted	I in the following stocks y	esterday	
Stock unersham swyhorps ditish Sugar	Closing price pence 230 415 277 470	Oay's change + 0 + 5 +12 + 5	Stock European Ferrise Giff and Outfus Grindlays 9ank	Closing price pence 66 810 116 188	Oay's change + 3 + 5 + 4 + 13
lavy Corporation	115	· 6	Imparial Group	100	· 412

WEDNESDAY'S ACTIVE STOCKS

	92000	on bea	gains re	corded in SE Offic	ial List		
	Wa	dnosde	18		W.	dneeda	V'z
		price	Oay's		No. ol		
	changes		change +35		changes	pence	change
OEC	16	E10%	+ 7	Racal Elect	10	455 363	+10
Thom EMI	12	490 400	+13 -10	Reschem Cable & Wire		270 290	+ 4
9H Prop		394 465	12 -2 0	Fisons Granade A	_	367 178	3 11
Marks & 3pan		154	- 3	Royal Ina		335	+ 3

FT-ACTUARIES SHARE INDICES

S.E. ACTIVITY

178.9 191.9

These Indices are the joint compilation of the Financial Times, the Institute of Actuaries

	EQUITY GROUPS	1	hurs	July !	3 1987	2	Wed July 7	Tues July 5	July 5	Fri July 2	Year ago (approx
lou	& SUB-SECTIONS ures to perventhence show number of stocks per section	Index No.	Day's Charge	Est. Earnings Yield % (Max.)	Gross Div. Vield % (ACT at 30%)	(Net)	Index No.	ludex No.	Index No.	ladex No.	Index No.
1	CAPITAL GOODS (209)	392.72		9.52	4.28	13.07	393.37	391.17	307.05	385.14	
	Building Materials (23)	321.46		12.43	5.71	10.10	321.62	324.26	319.62	320.27	297.05
3	Contracting Construction (28)	583.73		15.03	5.29	7.84	583.06	583.63	577.10	574.46	538.23
ı	Electricats (31)	1542.62		6.83	2.10	12.53	1543.23	1520.41		1495.68	
5	Engineering Contractors (11)	195.43		13.41	6.31	9.01	196.23	482.98	477.56 194.97	473.29	465,07
	Metals and Metal Forming (11)	145.23		12.68	8.35	9.77	147.95	149.20	147.57	146.00	143.27
1	Motors (20)	85.21		2.73	8.20	_	85.24	86.12	25.52	84.22	11.6
	Other Industrial Materials (18)	355.46	+0.4	10.35	6.01	11.85	353.57	352.59	345.97	347.51	368,33
1	CONSUMER PROUP (202)	303.20	-03	13.05	5.76	9.28	394.61	334.15	300.83	299.06	27L93
	Brewers and DistRiers (22)	320.67	-0.6	.14.47	6.37	8.44	322.64	323.65	333.81	326.56	302.41
	Food Manufacturing (22)	265.36	+0.3	17.68	7.15	6.60	24254	22.22	260.25	251.17	255.50
	Food Retailing (14)	630.37		9.43	3.55	12.84	627.85	622.01	614.38	606.33	575.50
1	Health and Household products (9)			7,28	3.55 5.81	16.21 11.63	470.35	456.75	457.05	614 610	331.57 412.83
!	Leisure (23)	400.01 510.56	-14 +92	13.35	5.11	9.43	509.51	508.58	504.34	565.57	488.8
	Newspapers, Publishing (13)	14L28	-02	17.65	7.81	6.12	141.54	141.65	137.78	136.83	140.5
	Packaging and Peper (170	264.63		19.87	5.21	12 19	250.73	271.64	278.26	268.75	250.72
	Stores (45) Textiles (23)	162.09	_	14.41	6.63	8.43	162.09	162.29	161.50	162.53	156.13
1	Tobaccos (3)	332.74	-0.4	21.94	8.27	5.14	334.18	333.20	329.71	325,44	245.84
	China Contrates (14)	264,75	+0.5	6.24	6.11	31,40	263.43	263.41	24134	261.97	275.08
ı	OTHER CROUPS (76)	248.74	-0.3	14.00	6.76	8.63	249.08	250.17	248.71	247.69	222.52
:	Chemicals (35)	325.06		14.59	7.35	8.22	326,92	329.18	328.67	326.64	274.54
۱	Office Equipment (4)	99.53	-0.5	16.34	8.77	7.52	99.98	99.56	99.18	190,44	115.55
5	Shipping and Transport (13)	557.34	+1.9	19.13	7.38	18.62	546.99	541.A7	539.73	541.25	539.43
Ц	Miscellaneous (44)	325.68	-83	11.60	5.76		327.51	92921	325,34	32424	289.30
Ц	THOUSTRIAL GROUP (467)	325,91	-0.2	13.93	5.32	10.52	325.60	326.36	322.85	321.15	269.36
	Olb (13)			23.00	8.74	4.76	154.97	661.45	659.15	664.41	(53.3
	SOO SHAKE (MOEX	353,72		13.62	5.03	8.79	253.65	253.50	251.37	348.89	378.94
П	FINANCIAL EROUP (117)	244.14	+0.7		6.95		242.55	240,90	240.31	239.02	291
: [Banks(6)	269.34		38.18	8.44	2.87	267.06	25.24	262.96	269,00	266.84
	Discount Houses (9)	230.76	÷0.2	-	9.85	-	238.37	229.35	227,79	223.73	270,68
	insurance (Life) (9)	270.25	+15	- 1	9.15	- 1	254.23 154.75	251.51 152.55	252.54 152.69	259.23 153.33	263.87
ď	Insurance (Composite) (10)	154.77	+0.6	10.86	500	1261	515.71	511.23	599.64	500.36	389.54
1	Insurance Brokers (7)	539.03		TA:00	6.71		131.27	151.29	121.79	132,98	162.40
1	Merchant Banks (12)	395.30	+0.6	5.77	405	23.35	394.65	394.62	398.20	397.19	44.00
1	Property (49)	165.64	+1.1	10.49	6.91	4.25	163.82	164.15	154.61	3461	171.53
4	Other Financial (15)		+0.5	-44.47	5.69		205.23	225.09	224.43	264.77	301/7
- 1	Investment Trusts (111)	297.72 104.57	+05.	37.27	7.59	7.30	122.30	134.14	121.34	173.50	239.01
Н	Mining Finance (4)	355.31	+1.0	14.41	9.01	253	351.94	346.51	342.75	354.40	438.65
Ц	Overseas Traders (15)	323.97		477.74	6.69		323.36		320.37		307.37
Ţ	ALL-SHARE INDEX (750)	523.71	+0.2		0.05		,	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	30000	340.72	34131
-						OSE GRO		- 1	Thurs	Wed	Year
	FIXED INTERES	ST		ŀ		APTION '			July [July !	200
	LIVER 11/1 =				KAND THE	/F (W)	وتستعال		8		(approx.)

6.92

7.54

7,27

6.00

+839 11332

172.64 +0.39 | 115.84

119.16

113.58

+4.46

+8.35

223.53

113,16

1115.30

117,16

113.97

NEW HIGHS AND LOWS FOR 1982

NEW HIGHS (58)

ERITISH	FUNDS (18)
Exch. 9upc 82	Trees. Soc '85-69
Exch. 84pc '83	Exch. 12'spc '90
Trees. 12pc 33	Fundy, 54pc 87-91
Funda, 51-00 '02-84	Trees. 12'upc '92
	17885. 12 UPC 14
Exch. 111.pc '84	Exch. 13 1 pc 92
Exch. 1134pc '86	Treas, 14 pc '94
Trees. 3pc '87	Exch. 1212pc '94
Transpt. 3pc 78-88	Trees. 154pc '98
Trees. 11 apc '88	
LO	ANS CS
FF! (UK) 51gpcDb.	Met. War. 3pc 8
1980-82	
Do. 64pcDb. 01/8	4
AME	UCANS (1)
Rockwell latt.	
BE	ERS (II)
Young Brew. A	Marston Thompson
Do. Non-Vtg.	
CHEN	ICALS (2)
Rentokii	Amersham Intl.
STO	RES (1)
Courts A	• • • • • • • • • • • • • • • • • • • •
TLECT	RICALS (4)
Crystalate	Piessey
Ferran	Scholes (G. H.)
ENGIN	EERIHG (1)
Territ	
FO	DDS (7)
Ayana	Sainshury (12
Oishops Gp. A N-V	Tavener Rutledge
Hazlewood Foods	Tesco
Nichols (Vinno)	
A billion	TELS (1)
Grand Met.	,.,
INDUS	TRIALS (9)
Black (P.)	Smith & Nephew
	I Indeed Barrels

Growth Cap. Tor, lave lac.

NEW LOWS (82) CANADIANS (1) I.M.I. Moss Eng. INDUSTRIALS (13) BE & EA B. H. Pros. CSR Cape Incs. Caravaro Intl. Dobpon Park Fegurty (E.)

Berkeley Expin. Cons. Flants Make Make Highlands & Lowlids MINES (10)

Ourten Deep ERGO

WORLD VALUE OF THE DOLLAR

Bank of America NT & SA, Economies Department, London

mindies as of Wednesday, July 7, 1982. The exchange rates listed middle rates between buying and salling rates as quoted between ks, unless otherwise indicated. All currencies are quoted to foreign

COUNTRY	CURRENCY	VALUE DF DOLLAR	COUNTRY	CURRENCY	VALUE DF DILLAR	COUNTRY	CURRENCY	VALUE OF DOLLAR
Mghanistan Mbania Mgaria	Afghani (II)	68.25	Orenada	E. Caribbean 5	8,7025	Philippines	Peso	8.47
Den/a	_ LOK	3.9109	Guadaloups	Franc	6,8766	Pitoairo le	N.Z. Doller	1.3586
18eUs	. uiner	4,54	Guem	u.s. 6	1,00	Poland	(Zioty IO)	80.00
ndorra	- Isa Bassa	6,9765	Guadaloups Guem Guetemala Guimea Bissau	Queizal	1.00	Poland Portugal Port Timer	Escudo (7)	85.425
neels.	"] Sp. Peseta Kwanza E. Caribbean 5 ! Peso (f) (3) ! Peso (c) (5)	115.105 30,214	Guinea Rep.	Pago	40.6868 29,8264	Port Timer	Escudo	n.a. 1.00
ntigua	E. Caribbean 5	8,7020	Сиужпа	Doller	0.0418	Puerto Rico		
rmentine	Peso (f) (%)	27000.	Helti	Courde	/0.00	Qatar	Riyal	6,6397
901101100	(Peso (c) (9)	80000 »	Haiti Honduras Rep	Lampira	9.00	Reunion Jie de la	Fr. France	1 2,9786
ustralia	Dollar	0,9807	Hong Kong	Dollar	0.943	Romania	Lau IO)	4.47
TOTAL	, senilling	17.0776 55-425	Hungary	Forint	0,943 35,7484	Rwanda	Franc	99,84
ustralia ustria zores ehamas	Doller	1.00	loeland	Krone -	11.325	St. Christopher	E. Caribbean 5	2,7026
ahrain	_ Dicer	0.577	Indonesia	Rupes	P.6246			1.7087
ahrain aisaric is angladesh	- Sp. Pesets	110,105 22,365	Indonesia	Ruplah	007.00	St. Lucie	E. Caribbean 5	2.7096
angladesh	Taka	22,365	Irah	Rial (O)	81,09	St. Pierre	Fr Franc	8,9765
elgium	_ Dollar	2.01 48.003	Iraq	Hinar	0,2955 1,0812	St. Vincent	E. Canddean &	2,7025 0,814
elelum	j Franc (C)	52,205	Island was	Punt-	. 24.88	Samos (Am.)	ILR S	1.00
Selize	Doller	9,00	italy	Lira	1409.25	San Marino	It. Line	1408.23
enin	C.F.A. France	348,820	Ivory Coast	C.F.A. Franc	348.825	See Tome &		
ermuds	Dollar	1.00	Jamalos	Dollar	1,7833	Sao Tomo & Principe IIR Saudi Arabia	Dohra	41,8490
huten	Ind. Rupes	9,6946	Jepan	Yon	259,022	Saudi Arabia	Rivel	0.4405
olivia	Peso	43,00	Jordan	liner	0,2818	Senegal Saychelles	C.F.A. Franc	348.825
ermuda hivten olivia otswana retzii kunal ulgaria urma urma	Pule	1,1111	Yamauahaa	Diat	n.a.	Seychelles	Rupse	7.6932 1,264
runal	- Cruzeiro	172,78 2,162	Kenya	Shilling	11.042	Sierra Leone	Leone	1,264
II oarla	l au	0,958	Konya	Aust, Dollar	0.9257	Solomon Is	Doller	2.162
UTTIES.	Kvet	7.8942	Korea (Nth)	Won	0.94	Somuli Pen	Oblilloo	0.9503 0.30
urundL	France	80,00	Kuwait	Won	740,90 0,2683	Soman topas	ahijing	12.46
		348,825				South Africa	Rand	1.1588
znade	Dollar	1,2948	Leo P'pla D. Rep	Kip	10.00	Spain	Peseta.	118.105
arrary is	. ap. Peseta	115,105	Lebanon	Pound	5,290			
anada anary is ape Verde is	, Escudo	54.70	Lesotho	Loti	1,1688	Span. Ports in M.	Sp. Pesets	115,103
STITUTE IT HE	. DOME P	0,835	Liberia	Dinar	1,00 0,2961	Span. Ports in N. Africa	Dunas	
en. Af. Rep.	. C.F.A. Frans .	348,825 348,895	Liophtopetin	SW ESTA	a.1428	Sri Lanka Sudan Rop. Surinam	Pound III	90.82 1,1111
hilo	C.F.A. Franc	46,175	rexempond	Litx France	48,005	Surinam	Gulldor	1.795
hine	Beaminh Veren	1.9503	Massa	Datasa	6.1798	Swaziland	Litenasni	1.1588
olombie	Renminbl Yuan Peso (0)	63.84	Macao	France	364.65	Swedon	Krone	5.203
Omorns	C.F.A. FORCE	348,826	Modeira	Port Frende	85,425	Swedon	Franc	2.1498
emeres	G.F.A. FORDO	348.825	Madeira Malewi Malaysia	Kwechs (6)	1,1148	Syria	Pound	3.925
	Colen (II)	20.00	Malavsia	Ringelt	9,375		A	
osta Rica	Colon	38,123	Malelles &	Rufryaa (5)	3,93	Talwan	Ugilar (C)	39.68
uba yprus zechoslovakia	Peso	0.8363	Meidire Is.	Rufiyaa (M)	7,55	Tanzania	Dalet Dalet	9,5324 23.00
Abids	. Pound*	2,0515	Mall Rp	Franc	697,65	Theiland	CEA Eveno	348.B25
zechoslovakie	. Keruna (0)	6,10	Maita	Pound*	2,5634	Tonde is	Po'enos	0.9867
enmark	Krone Frano E. Caribbash \$	8,685	Mail Rp	Franc	0.87e5	Tonge la	Dollar	2,409
ibouti Rp. of	. Ггало	177.72	Mauritania	Ougurya	51.29	Tunisia	Dinar	0.5113
ominica	E, Caribbean F	2,7025	Mening	Rupes	11.15 48.20	Turkey	Lira (8)	164.73
omin. Rep	Peso	1.00 36.00	Mauritania Mauritius Mexico Miquelon	Fr France	6,2765	Turks & Calcos	U.S. \$	1,00
cuador	Sucre (0) (4)	59.20	Monaco.	Fr Szeno	2,9760	Tuvalu	Aust. Dollar	0.9857
	Sucre (F)	1.4285	Mongolla	Tueste (O)	0.8265			97.15
ypt	Pound (1)	1,2107	Monteemak	E Cambbass 6	2.7020	Uganda Utd. A'b. Emir. Utd. Kingdom	Michael Michael	3.0792
Relverier	Calon	2.50	Morocco Mozambique	Dirham	0.1846	Utd. Kingdom	Pound Starling	1.7027
T Guines	Ficuola	295.21	Mozembique	Metios	30,5788	Upper Volta	C.F.A. Franc	348,296
hiopis	Birt (O)	2,0542			1.1588	I LICUGUAV -	Peto	12.505
toron is	Dan Krone	8,685	Namibia	S.A. REING	0.9857	U.5,\$.R.	Roubis	0,733
liklend is	Pound*	1,7087	Name	BURGE DONAL	16.20			
H	Dollar	0.9379	Nauru Is Nepal Notherlands	Aupso Gillder	9.7716	Yanuatu	Vatu	119.75
Salvador Til Guines hiopia heros is likland is Hinland	Markka	4.79	Noth, Ant'les	Gulider	1,80	Wallana.	Aust. Dollar	0.9867
2706	Franc	6.9765	New Zesland	Dollar	1.5586	Vatican	Life	1409.23
Ctyle Af	C.F.A. France	348,825	Nicaragua Nigar Rp Nigaria	Cordoba	10,03	Vision	Pool 12/	4,2938
Psc. Is.	FILING	6,9765	Nigar Rp	C.F.J. Franc	348,822	Visulo in Or	roud III)	2,18
PAR I FARM SPANNE	O.F.P. FRENS	125,827 348,825	Nigeria	Naira (O)	0,6803	Vistnam Virgin is. 2r Virgin is. U.S	U.Ş. 3	1.00
miste	Delect	2 741	Norway	Kroos	6,396 0,3456			1.00
HIT SHY IET	Setmark (5)	2,341 9,5145	Oman, Sultanate of	Rial	0.3455	Yemen PDR	Riaj	4,5605
ernany (K).	Mark	8,5145	Pakistan	Rupes	12,1472	Yemen PDR	Dinar	0,3455
oralter	Cedi	2.70	Panama	Balbos	. 1.00	Andostanie	Din a r	48,1295
braiter	Pound*	1,7087	Papus N.G	Kina	0.7432	Zeire Rp	Zaire	5.8711
	Personana (6)	70.75	Paramieu	C	195 00	Zambb		======

Dollar resists fall

The dollar recovered from a showed a firmer trend at the weak start in European currency Frankfurt fixing in quiet traditating yesterday. There was no trading yesterday. There was no ing. Uncertainty about future obsious factor to account for the treeds may have led to some

rates. Nervoueness about international monetary and political stability kept sterling steady.

armong the Dmark was generatively armong the Dmark was generatively armong the Dmark was generated armong the Dmark was ge

stability kept sterling steady.

DOLLAR — Trade-weighted index (Bank of England) 1224 against 122.7 on Wednesday, and 107.3 slx months ago. Threemonth Treasury bills 12.30 per cent (11.66 per cent six months ago). Annual inflation 6.7 per cent (6.6 per ceut previous month) — The doilar rose to DM 2.5165 from DM 2.5135 against the D-mark, the highest level for 11 months; to a record FFr 6.9850 from FFr 6.9790 against the French franc, after touching FFr 7.0010; to SwFr 2.15 from SwFr 2.1490 in terms of the Swies franc the highest the Swies franc feel to DM 1.1729 from DM 1.1742 at the fixing, and the French franc to DM 36.035. Sterling was unchanged at DM 4.2960.

ITALIAN LIRA—EMS member (strongest). Trade-weighted index 53.5 against 53.4 on Wednesday, and 55.4 skx months ago. Three-month interbank 20 from previous month—Trading wound down very early in Milan yesterday. of the Swiss franc, the highest aince September last year; but eased to Y258.121 from Y259.25

against the Japanese yen.
STERLING — Trade-weighted STERLING — Trade-weighted index 91.1 against 91.0 at noon, 91.1 in the morning, 91.1 at the previous close, and 91.8 six months ago. Three-month interbank 12½ per cent (15½ per cent six months ago). Annual inflation 9.5 per cent (9.4 per cent previous month) — The pound eased 5 points to \$1.7075-1.7085, it opened at \$1.7080-1.7090, and touched a peak of \$1.7140-1.7150 at lunch, and a

obsious factor to account for the late demand for the U.S. currency, other than the already known influence of high interest rates. Eurodollars eased yesterday.

The pound was firm, despite treeds may have led to some treeds may have led to some the day in early trading, with the dollar falling to DM 2.5070 from DM 2.5145 at the fixing without any intervention from the Bundesbank, Later in the day the U.S. currency recovered to DM 2.5135. The pound was firm, despite the decline in London interest although the D-mark was gener-

> very early in Milan yesterday, 86 the market's attention focused on the World Cup match between Italy and Poland. Earlier in the day the lira was generally firm, rising against the dollar, sterling and EMS currencies, influenced by seasonal factors including better balance of payments figures and a rise in foreign exchange reserves during the tourist season. The dollar fell to L1,404.45 at the fixing from the previous day's record high of L1,409.45.
>
> FRENCH FRANC—EMS members of the fixed strangers.

1.7085. It opened at \$1.7080-1.7090, and touched a peak of \$1.7040-1.7150 at lunch, and a low of \$1.7070-1.7080 in the afternoon. Sterling rose to DM 4.30 from DM 4.2950; to FFr 11.95 from FFr 11.955; to SwFr 3.6750 from SwFr 3.6725; but fell to Y440.75 from Y443.

D-MARK — EMS member (weakest). Trade-weighted index 13.8 per cent (13.9 per cent previous month) — The dollar and sterling, but dollar and sterling, but losing ground to the Swisa franc. Japanese yen, the D-mark, Italian lira and Dutch guilder. The months ago). Annual inflation 5.8 per cent (5.3 per cent previous month) — The D-mark FFr 11.9250,

7	THE POUND SPOT AND FORWARD									
8	Day's apreed	Cioso	One month	% Three p.s. months						
de Ind.	1.7070-1.7150 2.2000-2.2120 4.73-4.75-2	1.7075-1.7085 2,2055-2.2065 4,73%-4.74%	0,41-0,46c dis 0.90-1.00c dis 13-13-c pm	-3.66 1.42-1.47dis -5.17 2.70-2.50dis 3.48 4-3½ pm -2.83 54-64 dis	_					

		- Land of Street	0 04 0 46	-166	1,42-1,4704 -3.38
U.6.	1.7070-1.7150	1.7075-1.7085	0,41-0,46c dis		
Canada	2,2000-2,2120	2,2055-2,2066	0.90-1.00c dis-	-5.17	
NethInd.	4.73-4.76-2	4.734-4.744	13-14c pm		4-3½ pm 3.17
Belgiam	81.95-82.25	82.00-82.10	13-23c dia		54-64 dis -2-38
Denmark	14.82-14.875	14.82-14.83	2-3ore dis	-2.07	107-124dis -3.12
		1,2490-1.2500	0.65-0.77p dis	-6.82	1.59-2.16dis - 6.84
Ireland	1.2455-1.2500				31-31-pm 3.14
W. Gor.	4.284-4.32	4.29 4.30 2	14-11-pf pm		220-755dis -13,43
Portugal	144.50-146.00	145,00-145.60	Ga_Fater ave		520-565dis -11.24
Spain	192,50-193,50	192.85-153.35	165-190c dis		
Italy	2,400-2,410	2,402-2,404	13-15 line dis		-, -, -, -, -, -, -, -, -, -, -, -, -, -
Norwey	10.91-10.98	70.947-10.95	33-43 ore dis ?		111-121dis -4.27
Franco	11.501-11.98	11.947-11.95	1-3c dia	-201	8'-10'2 dis -3.18
		10.581-10.5812		-1.84	51-5 dis -2.10
Sweden	10.58-10.62	4401-4411	21-11y pm	5.45	54-54 pm 4.99
Japan	439-445				321-281 pm 4.05
Austrie	30.10-30.30	30.12-30.17	121 Stages per	9,30	7-65 pm 7.35
8witz.	2.65-3.69	3.67-3.68	23-240 pm		
D.	Inlan rete le f	or convertible	france. Ependis	franc	88.75-88.85

Six-month forward dollar 2.98-3.04c dis, 12-month 6.07-5.22c dis,

THE DOLLAR SPOT AND FORWARD

July 8	Osy's apresd .	Close	One month	% p.s.	Three months	P.a.
UK†	1,7070-1,7075	1,7075-1,7095	0.40-0.48c dis		1.45-1.55dis	
irelandt	7.3700-1.3755	1.3730-1.3745	0.50-0,40c pm		1.20-1.05 pm	
Сапоса	1.2885-1.2910	1.2900-1.2910	0.17-0,20c dia	-1.72	8.45-G.49dis	-1,46
Nothind.	2.7625-2.7750	2,7720-2,7750	1,60-1,50c pm	6.73	4.62-4.52 pp	6.61
Belgium	47.90-48.04	48.02-48.04	4-2c pm	0.75	7-3-pm	0,42
Denmark	8,6600-8,6775	8.6725-8.6775	0.90-0.65ore pm	1.07	1.00-0.50 pr	0.35
W. Ger.	2 5040-2.5175	2.5160-2.5170	1.42-1.37pf pm	6.88	4.13-4.08 pr	6,52
Portugal	84.70-86.30	85.05-85.30	30-130c gis			-10.34
Spain	112.70-113.11	112.75-112.85	70-80c dis		205-235 dia	-7.81
Italy	1,4023-1,4073	1,406-1,407	43-53 Dre die		15-12 dis	-4.85
Norway.	6,3925-6,4020	6,3950-6,3980	0.50-0.90ors dis		1.50-1.90dis	-1.06
France	6.9550-7.0010	6.9925-6.9975	0.70-0,20c pm		0.70-0,20 pr	
Sweden	B.1860-6.1970	6.1890-6.1920	0.60-0.40ers pm		1,75-1.55 pr	
	257.20-259.25	253.00-258.25	1.89-1.81y pm		6.46-5.35 pr	
Japan	17.644-17.67	17.66-17.67	1112-101-gro pm		32 - 29's por	
Vaziue	17.044-17.07	244 05.245 05	2.01.1.04a.am		6.68 5.61 20	

+ UK and Ireland one quoted in U.S. currency. Forward pramiums and apply to the U.S. dollar end

CURRENCY	MOVE	MENTS	CURRENCY RATES					
July 9	Bank of England Index	Morgan Ougranty Changes	July 9	Bank Pata	Special Orawing Rights	Europe Curren Unit		
Sterling	91.1	-32.2	Sterling	12	0,632626	0.8508		

July 9	England	Morgan Ouaranty Changes	Auly	9		Orawing Rights	Curra
dollar dollar risar solilling dollar risar solilling dan francial solilling dan francial solilling dellar risar ri	116.5 94.5 81.8 194.0 143.7 116.5 73.3 53.5 132.0	-32.2 +16.9 -21.6 +26.7 -1.7 -14.5 +48.4 +23.4 -20.4 -58.4 +25.7	Sterlin U.S. S Canadi Belgian Belgian Benjah O mari Guilde French Lira Yen Norws Spania Swedia	n Fr.	12 16,58 63, 14 11 71, 91, 12 61, 61, 9	19.1121 61.9513 9.71606 2.99912 7.54364 1521.52 280.327 8.93370 -122.157 6.71268	0.942 1.812 16.61 45.21 8.168 2.363 9.607 6.568 1624, 242,8 6.032 106,3 6.835
neenge notgelik			Swiss				9.016

dr'ch (n/a) 66.4442.

OTHER	CURRENCIES

July 8	4			Note Retes
Argentino Peso Argentino Peso Argentino Dollar Brazil Cruzeiro Finiand Markka. Graek Orachma Hong Kong Dollar Iranitial KuwaitDinari KD) Luxambourg Fr Maisysia Hollar New Zasland Dir Saudi Arab. Riyai Singapore Dollar Sth.African Rind U.A.E. Oirham	1.6880-1.6890 300.15-301,16 8.1744-8.1844 190,43-120,86 10.15-10.161 ₉ -145.40 4.9285-9.48340 82.00-82.10 4.0514-4.061 ₄ 2.3245-2.6268 5.8865-5.8 935 2.6914-3.701	0.9867-0.9871 175.40-176.38 4.78004-7930 70.80-70.40 95.00 0.2819-0.2828 48.09-48.04 2.7705-2.5720 1.8565-1.3863 6.4395-3.4415 9.1605-3.150 1.1698-1.1618	Austha Belgium Denmark France Germany itsly Japan Netherlands Norway Portugel Spein Sweden Switzerland United States Yugoslavia	11.97.11.27 4.27½.4.23½ 2370.2410 445.449 4.79.4.76 10.80.11.00 149.158 18.4½.195½ 10.56-10.66 3.64¼.5.88¼ 1.70.1-72
		Caning 12164		

Financial rate: 68,452-56,492 against

	rates	July 9	cantral	divergence	ilmit %
Belgian Franc	44.9704	45.2189	+0.55	+0.34	±1.5501
Osnish Krono	8.23400	9.16933	-0.79	-1.00	±1.6430
German 0-Mark	2,33379	2.36312	+1.26	+1.05	+1,0888
French Franc	6.61387	6.66233	-0.78	-0.99	+1.2940
Butch Guilder	2.57971	2.60730	+1.07	+0.88	±1.5004
Irish Puni	0.691011	0.686189	-0.70	-0.97	→1.6837
Italian Lua	1350.27	1324,16	-1.93	-1.93	± 4.1369
		CU. therefore p			
weak o	сипепсу, А	djustment calcu	ilated by 4	Financial Time	4.
EXCHANGE	CROSS	RATES			

EMS EUROPEAN CURRENCY UNIT RATES

July 9	Pound Stirling	u.s. Dollar	Deutschem'k	JapaneseYen	FrenchFranc	Swiss Franc	Outch Gulld'	Stalian Lira	Canada Dolla	Boiglan Franc
Pound Sterling U.S. Dollar	0,585	1,708	4,300 2,518	440,B 258.1	11,25 6,295	6,676 2,152	4.766 2.774	2403. 1407.	9,206 1,892	82,05 ° 48,04
Deutschemark	0.233	0,397	9,756	102,5	9.779	0.855	1.102	558.8	9,513	19.08
Japanese Yen 1.000	2,269	5,975		1000,	97,11	9,338	10,76	5452.	6,005	186,8
rench Franc 10	0.837	1.429	3,599	368,8	10.	3.076	3,964	2011.	1.846	68,86
wiss Franc	0.272	0.466	1,170	119,9	3,252	1.	1,289	663.9	0,600	
Jutch Guilder	0,211	0,361	0.908	93.03	2.622	0.77e	1.971	507.2	9,465	17.32
talian Lira 1,000	0,416	0,711	1.789	183,4	4.973	1.529		1000.	0,212	34.14
Sanadian Dollar Seiglah Franc 100	0.453 1,818	0,774 2,082	1.949 6,241	192,8 557,9	6.417. 14.56	1,666 4,479	2,148 6,774	1089,	2,689	37.19 100.

FT LONDON INTERBANK FIXING (11.00 a.m., JULY 8)

5 months U.S. dollars	6 months U.S. dollars	The fixing rates are the arithmetic meens, rounded to the nearest one- statemit, of the bid and offered rates for \$10m quoted by the market to five reference banks at 11 am each working day. The banks are fixings! Westmington
bid 15 \$14 ofter 157/8	bid 16 1/8 offer 16 1/4	Bank, Bank of Tokyo, Deutsche Bank, Banque Nationale de Paris and Morgan Gueranty, Trust.

EURO-CURRENCY INTEREST RATES (Market closing Rates)

July 9	Sterling	U.S. Dollar	Ganadian Dollar	Iluloh Gulidar	Swiss Franc	D-mark	Franch Franc	italian Lira	Seigle Conv.	Fin.	Yen	Renish Krons
Short term	12% 12% 1 12½ 12% 12½-12% 1 12%-12%	143g-145g 143g-145g 15-15-15-1 161g-1534 157g-161g 155g-1578	151g-161e 17-18 17-18-174e 175g-177g 175g-177e 175g-177e	916-914 818-914 878-9 914-874 874-914 812-954	914-5 234-5 43-44- 5-514 6-618 6-618	34-34 34-34	1476-1514 15-1614 1434-15 1634-1634 1634-1714 1778-1814	18-20 184-90 194-204 204-21 914-29 214-224	151-141- 161-141- 141-161- 141-151- 151-161- 161-161-	141g-141g 141g-141g 15-151g 161g-151g 161g-161g 15-161g	614-634 678-74 678-74 714-714 714-714	91-11 121-14 151-167- 151-173- 164-181- 174-181-

SDR inded deposits: one month 124-134, per cent; three months 13-134 per cent; six months 13-134, per cent; one year 134-134 per cent.

ECU linked deposits: one month 12-122, per cent; three months 123-124 per cent six months 123-134, per cent; one year 134-134, per cent.

Asian S [closing rates in Singaporal; one month 154-155, per cent; three months 154-167, per cent; eix months 164-165, per cent; one year 154-164, p

UK rates continue to fall

UK clearing bank base lending rate 12; per cent (since June 8) Interest rates continued to fall in London yesterday spurred on in London yesterday spurred on by further reductions in Bank of England dealing rates. Rates for hand 1 bills fell by up to 1 of a point and 1 in bands 2 and 4. Three-mooth sterling CDs were quoted at 12.7x-12.7x per cent compared with 122-123 per cent while discount houses' buying rates on three-month eligible bank bills slipped to 12 per cent from 121 per cent.

The Bank of England forecast a shortage of £550m yesterday with factors affecting the market with factors affecting the market including Exchequer transactions —170m, a rise in the note circulation —230m, banks' balances below target —170m and bills maturing in official hands together with a net take up of Treasury bills —170m. The Bank gare assistance in the warning in gave assistance in the morning of £533m comprising outright pur-chases of £29m of eligible bank bills in band 1 (up to 14 days) at 121-12 % per cent, £19m in band 2 (15-33 days) at 121 per cent and £1m of eligible bank bills in band 4 (64-84 days) at In the interbank market over-the Lombard facility 121 per cent. In addition the bank night money opened at 121-121 from DM 11-6bn on Tues entered into a sale and repurper cent and rose to 121-13 per DM 8.9bn on Wednesday,

3-MONTH EURODOLLAR BATE

chase agreement on £484m of bills at 12; per cent, unwinding in equal amounts on July 12 and July 13. Additional help was given in the afternoon of £72m, making a grand total of £605m. The afternoon help was made up of a further sale and repurchase agreement on £72m of bills at 12½ per cent, unwinding on July 13.

cent before peaking at 13-13\(\) per cent. Rates eased in the after-noon to 12\(\)-12\(\) per cent, touched 13 per cent before falling away to 10 per cent.

economy.
In Frankfurt call money was

In Frankfurt call money was slightly easier at 9.05 per cent, reflecting recent moves by the authorities to inject funds into the system. Yesterday's repurchase agreement fixed at 8.9 per cent added a further DM 6.4bn repayable on August 6. Banks were slightly better placed with borrowings under the Lombard facility falling the Lombard facility falling from DM 1160n on Tuesday to

EUROCURRENCIES Eurodollar rates ease

100 P

Overseas Florida Anterican Growt Am. Smaller Cas

Empet Frants

Accord Accord ### 29 6504 | 458 | 458 | 452 | 458 | 452 | 452 | 458 | 452 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458 | 458

Accuse. Use 1 Sept. 2 1573

Cassada Life Cent Trust Mingers. List.

Cass Gas Dist. 1977

Cas. Gas Dist. 1977

Cas. Gas Accuse 1973

Do. Income Dist. 257

Cas. Gas Dist. 1977

Cas. Gas Accuse 1973

Do. Income Dist. 257

Cas. Gas Accuse 1973

Do. Income Dist. 257

Cas. Gas Accuse 1973

Cas. Gas Accuse 1973

Cas. Gas Cas. 1974

Cas. Gas Cas. 1974

Cas. 1975

Cas.

| 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.05 | 12.0

Handerson Administration (a) (b) (c) Prenter IIT Admin., 5, Rayleigh Road, Hutton, Brentwood, Essex. (2277 21.7238)

Jobal Tota

HIS Samuel Unit 7st. Mgrs.7 (a)

HK Valt Trest Managers Ltd. (a) 3 Frederick's PL Old James, EG2 01-508 4113

12 40 27 12 40 17 18 10 18 18 10 18

数 44 33

In Paris the Bank of France reduced it call money rate to 15 per cent from 15½ per cent, continuing a recent policy of lowering rates now that the French franc is more stable within the European Monetary System. This followed last month's devaluation and call money is now at its lowest level since March 17. At that time call money was increased to 17 per cent from 15 per cent in an attempt to support the French franc. The steady fall in rates is a sam attempt to put some stimulation into the economy.

In Paris the Bank of France Eurodollar rates were elightly easier yesterday after the recent sharp rise. This reflected a certain lack of direction in the market ahead of any possible move by the Federal authorities in view of impending money supply distortions. Lower U.S. rates were mirrored in forward trading where the dollar was mostly weaker. The D-mark and the Swiss franc both showed narrower premiums against the dollar while the dollar's discount narrowed against sterling, desnarrowed against sterling, despite a further reduction in UK domestic rates.

> Elsewhere the French franc was at a premium against the dollar in forward trading up to three-months as French interest rates continued to decline, falling below corresponding levels in the U.S. Other European rates showed little overall change.

MONEY RATES

NEW YORK	
Ptime rate Fed funde (funch-time Treesury bills (13-wee Treesury bills (26-wee	k)' 127-147 k)' 12.30
GERMANY	
Lembard Overnight rate One menth Three months	9.05 8.45
FRANCE	
Sie months	
JAPAN	
Discount rote	

LONDO	MONE	Y RAT	ES								Charities Official Invest. Fundit: 77 London Wall, EC2N 108. 01-582 1815	HIX Technology
July 7 1262	Sterling Certificate of deposit	interbank		Local Auth- negotiable bonds	Finance House Deposits	Company	Discount Market Deposits	Treasury	Eligible Sank Bille 4	Fine Trade Bills F	incomer June 30 167 67 - 487 7.45 Account June 30 422.79 - 7.77 Chieffath (2) (g) 11. New St. ETCH 6TP. (10.001) 3422	Investment Presier UT A Crestwood, Es Boft Srit & O's
rates, nominalities buying rational cont. Approximation per cant three months (Cant.	12:1-12:1- 12:5-12:1-	a 13% per consequences selling results selling results one Rates (oublike Rates for Treasury)	ent: four ye uying rates month Tre rate for on smooth are ished by the londing 1: Bills: Avera	tor.four-mo secury bills 1 se month be side bills 12% se Finance if 22 per cent. ge tender re	cont five and bank in the bank in the bills 12, per cent; ouses Asso. London tos of the	127s 127s 127s 127s 127s 127s 127s 127s	or per cent r cent for portha 12 r cent ty his 12's pr 13's per ci Bank Repo	12% 12% 12% 11%-12% term local term local term onth	suthority bill rates trade bill. three must 12 per wee months tor sums	mortgage in table is 12% per othe 11% per othe 11% per othe 11% per othe 12% per othe 11% per othe 12% per othe 11% per ot	Assertizas (2)	Fries . I westweet . J's Wersho St. Intel Asse. Technic . Intel Asse. Technic . Intel Pacific Friend Small Con- Key French Small Con- Key French Small Con- Key Entry Le Key Steeps Fol Ley Internet Fol Ley Internet Fol Ley Internet . Key Fine Jist. Key Steeps Fol Ley Internet . Key Fine Jist. Key Fine

FT UNIT 1	RUST	INF	ORMA'	rion	SERV	/ICE
Alstery Walt Tist. Magra. (2) 1-3 S. Paer's Chardward EC4P-40X 03-296-1833 High Jaconse	AUTE	ORISI	ED TRUS	STS	Ridgeffeld Management 1 Findery Sq., EC2A 1PD Incade 1/7 International UT	03-589 6706
Girt & Flore! Int. 1038 1093-4-122 1156 Hadri inc Equity 123 5164 - 21 2.25 Control (Service 1991 50.0 119) Control (Service 1	Crescord Unit Tsl. May 4 Markle Cres. Edinburgh 3 Cres. American 1773 Cres. Capital 243 Cres. Vigh. Dist. 253 Cres. Vigh. Dist. 253 Cres. International 754 Cres. Receives 254 Cres. Receives 254 Cres. Receives 254	031-226-3492 031-226-3492 031-226-3492 031-04-116 031-031-117	L. & C. Unit Trust Mass The Stock Exchange, London I LEC for a Gen For 1968.7 LEC for a Gen For 1968.5 Legal & General (Unit 1	Present Ltd. 302N 1HA 588 2800 1457 - 170 107.9 146	Ratioschild Asset Mars St. Switcher's Lose, Looden & NC Arterican Priss [CL CLASSES
UR Growth 943 424 411 124 Act Units 524 524 402 3.99 Workship Band 1083 11214 416 419 low, 12. Fd. 518 549 401 425 Entities Peop. 68.2 Unit 121. Mingra. Allen Harvey & Ross Unit 121. Mingra. 45. Cornila, London 623 438. 01-423414.	Dartington Unit Trust I Dartington, Totnes, Devon TOS	37.5 +0.1 0.33 Wingt Lind.	S Rayleigh Rd., Brentwood Enaity Dis	1047 +071 434	Rothschild Asset Mann 72-80, Garenoze Rd. Ayled N.C. Engy Rev Tet	gement (a) (g) (z)
AHRED Trest Fish 983 +03 12.52 Allied Hardro Ltd. (a) (g) Hastro Hee, Helton Crevenad, Essex Bertward (027) 211457 & 227123 Altered Parks	Total Perf. Host Tst. 2016 Unscrettomary Unit Fund 34/38 New Broad St. EC244 11 Disc. Inc. July 2	NU. 01-636 4465	Leanine Administration 2, St. Mary Art, EC3A 88P. Leo Distribution	163.21	Rowan Unit Trust Min	gt. (z) E22 01-606-2044
Allier In. 721 92 9.0 5 55 Set. Inct. Fund. 914 84 9.0 5 55 Set. Inct. Fund. 914 84 9.0 5 55 Set. Inct. Fund. 914 84 9.0 5 50 Allier Camba 116.5 12.7 12.8 423 Humber Fund. 116.0 150 mm +0.0 524 Humber Fund. 122.5 227.5 +12 436 Nation Acc. Fund. 212.5 227.5 +12 436	Duntar Unit Trest Man 53, Pal Mail, London, SMI 5, Income & Grant 27,5 Sectial Sits 23,2 E. F. Winchester Fund	27.5	Registrar's Dept. Coring-by- thorships, West Samez. Salanced 1915 Do. (Accom.) 1927 Energy Int. 1927 Do. (Accom.) 1927 Catta Become 1937	0444 459744 57 6 +037 4597 139 7 +037 4597 139 7 +037 4597 159 7 +037 4597 159 7 +037 4597	Average 157 12.5 Security 157 157 157 157 157 157 157 157 157 157	t 2-4
High Income #22 99.7 43.7 711 Early Income #4.2 52.5 40.1 \$7.5 40.	44, Bloomstory Square, WCJA Great Windowser	28A (1-423893, 349 :::: 749 34. (a) (b) (c)	Do. (Accoms) 10021 inchere 1002 inc. (Accoms) 1114 inc. Technology 114 Do. (Accoms) 114 N. Assertion A. Grudol 9		New Kall Place, Libergood C Emily "rest 122.7" Interestional Trest	# Mgrs Ltd
Triterrational	HING GATH, Tat. Asc., 154.5 UK Gath. Tat. Asc., 154.5 Higher Inc., 7st. Acc., 154.0 Higher Inc., 7st. Inc., 154.0 Higher Inc., 7st. Inc., 154.0 Gitts, 7st. Inc., 154.0 Hith. Association Tat. Acc., 153.5 Fee East Tat. Acc., 153.5 Fee East Tat. Acc., 153.5	STATESTANDS OF THE PROPERTY OF	De. (ACCEPT.) Pecific Basin		Capital Agrum Trust. (58.9) Empl Tst. Gam. Fd. 7 45-50, Cannon St. Lindon (Capital Bond	Nors. Ltd. C4M 6LD 07-236 6044 198-21 1 540
Met Min. & City. 316 522 431 528 632 632 632 632 632 632 632 632 632 632	Fidality International M	ANTAL 283 9921	Liayd's Life Unit Tst. 2 St. Mary Aug. EC3A3BP. Equity Accust. (2)	30421J 421	Sare & Prosper Great 4, Great St. Helens, Lond 68-73 Overs St., Editori Desitors to: 01-354 8877 Extremitment Funds	on EC3P 3EP on EH2 4NX or 031-226 7351
Part	Special 595	21 -01 -13 -01 -01 -14 -01 -14	77, Looker Wall, EC2N 1DB. Property Fd. Line 30 . 366 Wider Fd. June 30 . 376 (parcoas Fd. June 30 . 777 "Illumation Fed. June 30 . 777 "Illumation Fed. June 30 . 777 M & C Erroup (y)(c)(z)	to Local Authorities.	Section Sectio	新報題
1, Noble St., ECZV 7.1A. III. 2015 5151. III. 28 III. 27 III. 28 III. 27 III.	J. Finity Interest?	t Mingt. Ltd.	Three Quays, Tower Hill, ECS Assertesm		Pilot increase Family fill & Fol. Inc. 197.4 high feetam 197.4 high feetam 197.5 Firefal Cat & Firefal Int. Coth. 188.5 UX Couldy 198.5	建三版
Where Surth Fd. Inc. [25.] 32.7 26. Recom. 6.9 A. Watthreet Securities Link. (a)(c) 37. Doero St., London, E-AR IBV. (c) 295 5261. Cobbal Growth. 1948 37.3 30.0 (Accomplisation) 55.1 34.0 30.0 (Acco	Accord Units 54.0 Accord Units 54.0 Prices on July 7, Next FrankEngten Unit Mgt. 64, Lookin Wall, ECZM SNO.	144 (2)	(Accum. Units) 57. Commoting 122. Commoting 122. Company Growth 127. Compension Income 127. Dividend 127. Accum. Units) 2.0 Accum. Units) 2.0 Accum. Units) 2.4	和 地 額	Uncrease Funds (c) Fig. 6 Emptr	
(Accommission) 55.3 34.0 2.0 (Accommission) 57.3 (4.5 1.2 4.0 (Accommission) 57.0 92.9 2.4 (Accommission) 57.0 92.9 2.4 (Accommission) 57.0 92.9 2.4 (Accommission) 57.0 47.2 1.0 (Accommission) 57.0 36.5 11.5 (Accommission) 57.0 110 110 110 110 110 110 110 110 110 1	America Sen. 372 (Accum. Ueits)		Surspeed 54.4 (Access, Units) 52.1 Extra Yield 52.2 (Access, Units) 50.3		Fundamental (2), [24.5] Fundamental Series Ferrar La Seri	102 - 01 125 102 - 01 125 45.0 - 0.1 225
Grand State 120	(Accure, Units) 7.0 Conventible & Cit. 99.0 (Accure, Units) 52.6 Extra Income Trest 52.8 Income Tyl. 52.0 Inc. Granth Fd. 68.8 (Accure, Units) 74.8 Recovery Trust 52.2		Cacume United 33.7 Faced of Inc. Titz. 27.7 (Account Unite) 27.7	26 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	Empt funds Exempt income* 255 Exempt of the 21 No. Scotters Securities Ltd. Scotters Securities Ltd. Scotters Securities Ltd.	27/49 — 178 27/49 — 178 29/49/14
(Accessation) 77 71s 41 1275 Forth Assertion 51 71s 41 1376 Fortherate 77 721s 1376 (Accessation) 78 15 15 15 15 15 15 15 15 15 15 15 15 15	Robert Fraser Treat M 25s Allemente St., W.J. Robt. Fraser Ut. Tst. 164.7	78.4 6.00	(Accum. Units)	100 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	Scott M 53.6 Scottere Unit Trust 14, Jenns St. WC2 Capital Capital 240	Managers Ltd. 0705827733
327, High Holbern, WCIV 7NL 01-831 623 Archert Pind (1)114 119,201 4-09, 7-56 Prices July B. Rest sub. Say July 15. Arkertight: Management Paramage Gloss, Agentester 061-834 2332.	Friends Prov. Units	761 +0.7 4.77 115.2 +0.7 4.77	Resurvery 120. (Accum. Units) 121. Second General 224.9 (Accum. Units) 448.4 Smaller Corponeles 270.6 (Accum. Units) 382.1 Secondard Plants		Accum. Units) 247. (Accum. Units) 564. (Accum. Units) 324. (Accum. Units) 325. (Accum. Units) 325. Smaller Go.'s 116.	
Arbertigit: Fri Jay 6 _ [300.1	Carttel Ame 24	Windows Court Construct	Traces Units 434.0 (Access Units) 434.0 (Access Units) 5 (Access Units) 6 (Access Units) 6 (Access Units) 6 (Access Units) 73.6 (Access Units) 73.	過三强	(Accum, Units) 37. I merican (Accum, Units) 52.0 (Accum, Units) 69.4 (Accum, Units) 69.4 (Accum, Units) 69.4	
De Exercit Tie	16. Findury Circus, ECSM 70 G.T. Cap., lagrage157.4 De. Acc207.0	2042307	Manulife Management St. Coarge's Way, Streenage, GRAPort Int	90.7 433 90.7 433 t Co. Ltd.	(Actum, Unita) 54.4 Attiralism 90.2 Actum, Unita) 41.0 Singapare & Malay 44.9 Actum, Unital 45.1 P & C Pd Jone 22 52.2 *Recovery July 9 91.0 *Spec, Ex June 27 48.0 *Enro Ex July 1 91.0 *For Day ones	134 -9.1 3-2
Da. Gr. Partic Inc. 715 Da. Sriperti Acc. 715 Da. Sriperti Acc. 715 Da. Partic I Total 115 Da. Recovery 645 Da. Trestee Front 1671 Da. Wildrich Inc. 715 Sign in France 115	6.1 U.S. d. Gen. 2014 G.T. Wid, Bd. Fd. 1014 G.T. Livina d. Gen. 1073 G.T. Peter, Sr. Fd. 2452 G.T. Reft. Fared. 2229 G.T. Fare East d. Gen. 894 G.T. Tech. B. Gubt. Fd. 1783 G.T. European Found. 2017		14-18, Greshon St., EC2V 7/ Income Jone 29 188.4 General June 29 181.1 Intrd., June 29 54.3 McAnally Fund Massag	ement Ltd.	Enro Ex June 27 1981. Enro Ex Juny 1	ov. Megrs. 1.14.
Baring Brothers & Co. Ltd. 8. Bishopspare, EC2NAAE. 01-283 8833 Stratter Trust	Sartmers Ford Manage	(0277) 227300 50.9 +0.3 5.38 ers (a)(g)	Regis Hae., King William St., Delphi Inc. Tis. Acc., 1867 Belphi Inc. Tis. Inc., 1244 Glen Fund Acc., 1114.8 Glen Fund Inc., 177.7 Mencap Unit Trust Mo		Scottish Equitable Fi 25 St. Andrews Sd. Edinbor Income Units 57.1 Account Units 79.2 Dealing day	and Mars. Ltd.
Next sub. day Joh 13 (by 1720) 1000). Bishopogete Progressive Myset, Co.	Dealing only: 03-623 5766/ American Frank	10.4294114	Mercury Fund Manage 30, Greshm St., EC2P 2EB,	(E7. 07.534.5544 51.7]+0.1] 6.29 rs Lital.	Scottisch Widows' For P.O. Bost 962, Edinburgh E Pegastra Tst. July 6:	mi Management H16 58U 031-655 6000 183.1 +0.7
State Prog "Jame 27, 1776-5 2710	For East Trust 27.1 Gir 7 rest 27.1 High Lacouse Tyt 35.4 Income Found 90.7		Gen. Obt. 98.7 Jun. Recovery 92.7 Jun. Recovery 92.7 Junt. Dist. 92.8 Junt. Dist. 93.7 Expt. Dist. July 7 93.1 Expt. Acc. July 7 93.1 Expt. Acc. July 7 93.6 Expt. Acc. July 7 93.6 Expt. Acc. July 7 93.6		SIACO Call Fundt 1900 SIACO 7-Oay Fundt 1000 SIMCO 5 Fd. (7 day)t 1053 TURBURO TECH TSt. No.	Deposit Fands.
Control in 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	intl. Tist. (Acc.) 4073 intl. Tist. (Dice.) 4773 Japan 7 met. 27 D Spectal Site. Tist. 39.1 UK San. Ca. Nac. Treest. 27.2		Gilt Fund,	63.24 mm] — Itd. Deet, Head. Tel: 0742 79842	45, Cheviotic Sq. Editoburg Thronton, Units 94.2 Accum. Units 96.2 Withdrawal Units 96.2 Accum. Units 20.3 Accum. Units 24.3 *European Fund 978.5 Dod. Thes. 6 Fr. **	100.6 +0.2 3.13 106.6 +0.2 3.13 81.5 +0.1
Bertanesia Gg. uf Unit Trants Ltd. CARCAg) Saltsbury House, 31. Firsbury Chros. Lumino EC2 01.638 D4780479 or 01.688 2777 100 Specialist Ponde	Govett (John) 77 Lordon Wall, EC2 Stockholders June 25 TAAS Do, Accum, Unit	要言語	enitand Braytan Range Capital 57.2 Do. Acc 60.2 Composity & Sen. 73.8 Do. Acc 94.0 Gift & Pat. Int. 96.3		Deal, Thet. & Fri. " Sam Affiance Fund B Son Affiance How, Horshar Coulty have 9	tanapement Ltd., 0403641#1
A 2 - 0 3 4 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	Grisveses Management 59 Gresham Street, EC29 20. Barringon June 30 S49.2 (Aptara, Heits)	Ca. Ltd.	De. Acc. 53.2 High Yield 55.0 For. Acc. 67.4 Income 63.8 De. Acc. 62.3 Japan and Pacific 62.2 Do. Acc. 64.0		Swizz Life Peru Tsi. 9-12 Cheapside, Luncin, E Equity Dat 127 Equity Acc 127 Flued Int. Pist 128 Flued Int. Acc 128 - 128 - 128 - 128 - 128 - 128 - 128 - 128 - 128 - 128 - 128 - 128 - 128 - 128 - 128 - 128 - 1	Man, Co. Lid.(s)(c)
nc & Growth 21 2 13 142 142 142 142 142 142 142 142 142 142	(Accura, Units) 1333 (Accura, Units) 1333 (Accura, Units) 1655		Dr. Ace AJB North American 44.8 North American 51.2 Dr. Ace Growth 51.2 Equity Europe 14.1 Dr. Ace 770cs a July 2 Nor	公主法	Target Trad (ac. 182) Target Trad (ac. 182) Target Trad (ac. 182) Trad (ac. 182) Trad (ac. 182)	.td. (6) (g) Dealings: 0296 5941.

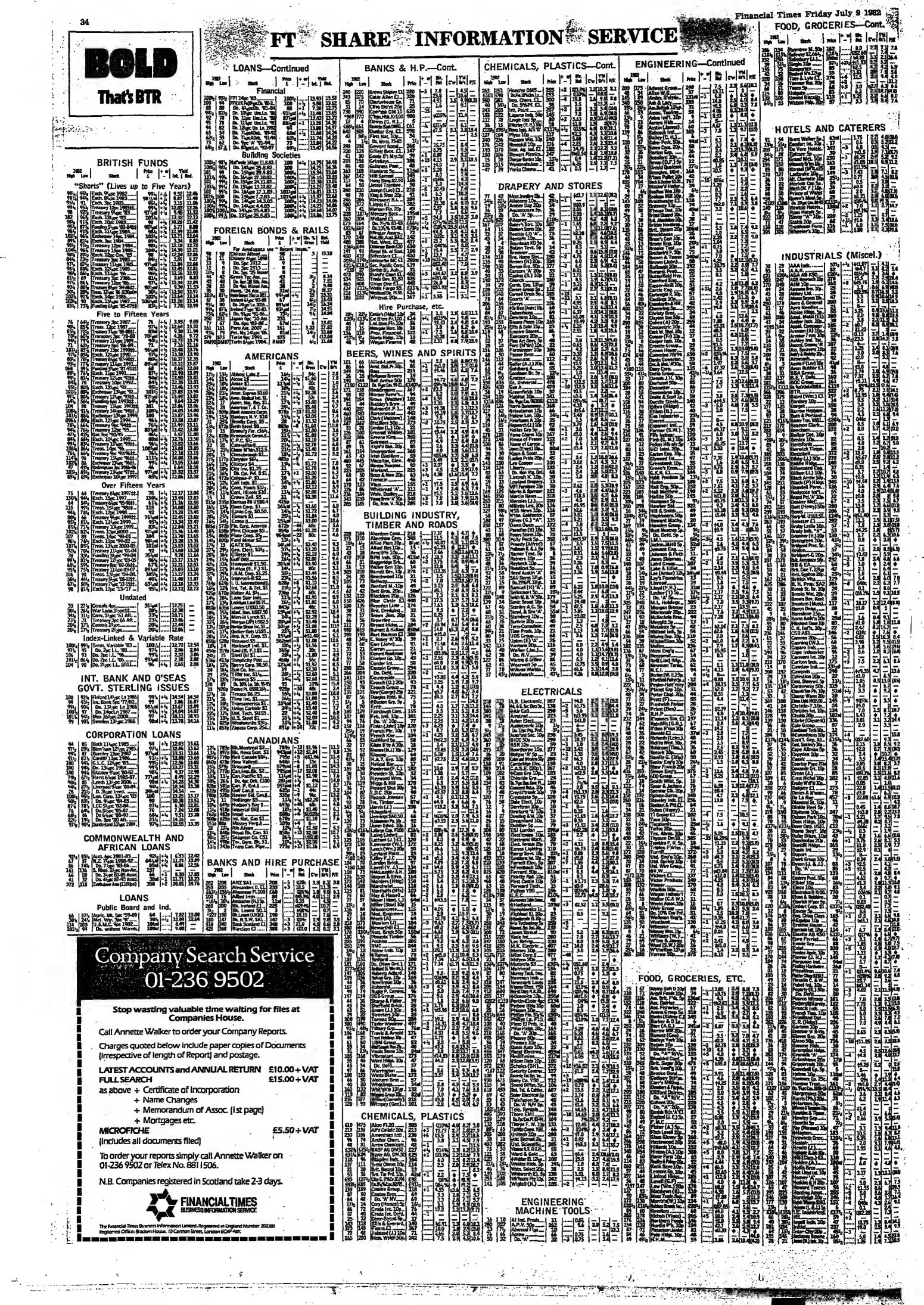
MLA Unit Trust Magmat, Lid.

on Street, SWIA 9/G. 07-222-8177

Tyminii Warragurs Ltd.(a)(b)(c)
18 Caynor Road, Bristol. 0272 73
20 Casile St., Edwargh. 031 223
Carital Carital St., Edwargh. 031 223
(Accust. Units) 554
(Accust. Units) 554
(Accust. Units) 554

TSB Unit: Trusts (b) (c) (y)
P) But 3, Keers His, Andover, Har CT-5 621-3. Dealings to 0234 6 TSB American Practical Invest. Co. Ltd. (y/c).
44, Sidembury So., WGIA 2RA 21-523 8893
Practical July 7 1193 2224 544 555

Prudi. Pertfelle Magrs. Ltd. (a) (b) (c) (c) Hobers Bars, ECIN 281H. (C) 405 9222 Prudental (C) 405 1250 403 1250 403 1250 403 1250 403 1250 403 1250 403 1250 403 1250 403 1250 403 1250 403 1250 403 1250 403 1250 403 1250



Balfour Beatty

Builds Better

TALKS ON PEACE FORCE FOR BEIRUT

Habib plan prompts optimism

BY JAMES BUCHAN IN BEIRUT

West Beirut from Israeli attack munity. believe they may be close to the Mr Habib's suggestion, made basis for an agreement. Their unofficially, could be decisive in tions for its participation: optimism follsa suggestion yes-terday by Mr Philip Habib, the U.S. special envoy, that the political leaders and guerrillas of into Lebacon.
The Palestin the Palestine Liberation Organisation should withdraw from the encircled city at the same time as a multi-national peace. The palestinians have agreed the hones contained in principle to leave. They are thinking of the Damascus highway as a route but insist, with the Lebanese Government, that the Lebanese Government, that the Lebanese Government, that the Lebanese Government is designed to the force's deployment and its tasks and

The raised hopes come amid an international force is detbat deployment of U.S. troops in Beirut would not be wel-comed. Mr Leonid Brezhnev, the Soviel leader, did, however, urge the U.S. to try to bring the crisis in the country to an end.

Negotiations on the crisis centreing on Mr Habio are taking place at the home of the Lehancse Presideot. Mr Elias nearty as critical as that of the Sarkis, in Baabda, just cast of U.S. It is thought that of the U.S. It is thought the Beirut. Chiefly they involve the national force could scarcely he Lebanese Covernment and PLO objectionable to the Soviet intermediaries, including Mr Union if it were demanded by Walid Jumblatt, who leads all parties to the conflict. This

NEGOTIATORS working to save Lebanon's left-wing Druse com- is a French condition for in- of the two regular battalions

removing a major stumbling block to a solution now that the U.S. is ready to send troops

• It must be invited by the Lebanese Government, which seems likely:

They want it to supervise disengagement and to protect the of a United Nations decision, Palestinians and the Lebenese that would legitimise the force. left-wingers and Moslems in West Beruit from possible attack by Israel's Lehancse allies, the Phalangist (Christian) forces who control East Beirut. The role of France in any in-

volvement in any force.
France is setting four condi-

All parties to the question.

ment and its tasks; and. • There should be some un-apecified "cushion," in the form

A Palestinian request to the negotiators on Wednesday, that they should leave Beirut out wait and regroup in the Bekaa Valley until the various Arah governments agree to receive different detachments, is not seriously entertained, no! least because such a grouping would be vulnerable to Israeli attack on open ground.

It is heing suggested that Syria would accept at least one

of the Palestine Liberation Army, that is, 600 fighting men, and a further 1,800 Palestinian fighters mobilised last year from other Arah countries may be able to returo to their former places of asylum.

That would leave about 1,200 Lebanon - based Palestinian fighters in the city and a further 2.000 Palestinian militiamen, originally deployed to guard the three Palestinian camps in West Beirut, many of whom have families in Beirut and may, if allowed to, disarm, According to Palestinian fighters on the front line, no orders have been issued for

them in leave. There remains also the prob-lem of what political presence he PLO will leave behind to lcok after the interests of more than 400,000 Palestinian civilians in Lebanon. These problems require time but can be solved, officials believe.

Scene, Page 3

BR had capital reconstruc-

tions in 1962, 1968 and 1974,

and hoped that the Government

would re-shape its balance sheet

It is likely that any such

Pressure grows for cuts in BR

BY HAZEL DUFFY, TRANSPORT CORRESPONDENT

BRITISH RAIL'S deteriorating pressure over the past conple to a capital reconstruction. tinancial position as a result of of weeks and the longer-term similar to that it agreed for the the Aslef strike is expected to outlook for BR is being shaped put increasing pressure on the by the present labour disputes. Government to agree to a financial reconstruction of BR.

are set to exceed £200m, even on the hasis of the length of the strike to date, after payment of the Government grant,

The loss for 1982 was forecast at about £150m following the Aslef two-day stoppages earlier this year, and BR is losing about £6m in revenue for each day that the present dispute goes on. BR's balance sheet carries accumulated losses of £78.3m

from last year. The Government would not expect to agree to write off BR's debls until after it had considered the report of the inquiry into BR by Sir David Serpell, a former Transport Department official and British Railways

Continued from Page 1

helow that level since June 1978.

which was the first to respond last month with a cut in its

hase rate, reacted cautiously yesterday. There is clearly some movement in interest

rates generally and we are watching the markets very closely," it said.

However, the markets appeared to believe that a

would not he long delayed. Money market interest

rates have been falling all

this week and yesterday the

seven-day interhank rate was

down another - point to 12;

Eurodollar interest rate also

eased by 1/2 point to 15) per cent, the pound lost 5 points on the day against the dollar

It closed above the psycho-

logical threshold of \$1.70 at

\$1.7080. Its Bank of England

trade weighted index against a hasket of currencies

remained at 91.1, unchanged

from Wednesday.
The doltar was again strong, rising 30 points against the Deutsche Mark in London from Wednesday's to

close at DM 2.5165. It also

gained further ground against the French franc and

the Swiss Iranc.

Although the three-month

point cut in base rates

National Westminster Bank.

Interest

rates

It will shortly find itself faced ing chairman of BR. al reconstruction of BR. with having to decide whether Sir Peter is to leave in Sep-BR losses for the current year to borrow against its £150m tember next year. This would temporary borrowing limit to eoable Government to give the

pay wages to members of the National Union of Railwaymen and the Transport Salaried ways, in line with the new

Train drivers

yesterday: "We are open next A condition of their re-employweek. But we must have a masment would he the acceptance award if it is more than It can sive return to work — other-wise we have to think about a is at the heart of the dispute. rise we have to think about a is at the heart of the dispute.

In the heart of the dispute.

These two main options could be run concurrently if necessary. different course of action."

Tuesday or Wednesday, what action to take in the light of

Continued from Page 1 ber for industrial relatioos, said ● Dismissing all Asief members, ner cent. Not only will it not

Sir Peter is to leave in Scp-

new chairman more precise instructions on running the rail-

BR's tough stance is emphasised in advertisements Board member.

The inquiry was first strike of about £8.5m per day. requested by Sir Peter Parker, BR chairman, last summer when the longer-term consequences of the railways' declining financial reduce its costs. This would inthe railways' declining financial position were becoming apparent.

Mr David Howell, Transport Secretary agreed to the inquirer of the financial position with a financial position were becoming apparent.

Mr David Howell, Transport secretary agreed to the inquirer controllers strike lumediately or drivers to emulate the action of President Reagan during the U.S. unavoidable and grave consecutive agreed to the inquirer controllers strike by

its offer to all rail unions of 5 solidarity.

The Prime Minister again encouraged and coogratulated Aslef members who had defied the strike call. However, Mr Alan Sapper, TUC chairman, said at the miners' conference that Mrs Thalcher was planning

satisfy Mr Callaghan and Mr

The Government will suggest to Lord Franks that before any

committee criticism of an Indi-

vidual is put in the report it should be given to the person

concerned, and opportunity for representations given.
Mr Michael Foot, the Labour

eader, pledged Labour support

for the inquiry ofter the con-

gessions which had been made.

"Toba speech, said the funda-

mental question for the inquiry

was whether a prudent Govern-tion: would have taken more

positive and firm action earlier

iniliative

Mr Calleghan, in a very

agreement by the Government would involve substantial changes in the size of BR. including Staffs Association. ways, in line with the new reductions in the workforce, policy for incoming chairmen of and stringent conditions on investment. cuis in the network, further

afford, but it will not even attend the hearing of the Raitway Staffs National Trihunal if the current strike remains in

tees to cover specific export orders worth up to DM600m in all. The guarantees would clear the way for banks to open new lines of credit to the beleaguered

'Secrets' for Falklands inquiry

BY PETER RIDDELL, POLITICAL EDITOR

and departmental records.

Mrs Margaret Thatcher discourse of which would be prejudicial to national security or damaging to foreign

closed yesterday.
The Prime Minister won

tion leaders and from Mr Edward Heath about the extent Healey, the Labour deputy leader, pointed to "substantial changes from her original

intentions." Mr James Callachan and Mr invasion.

Both said that the Prime Minister was directly respon-sible, and their attacks show that Labour will take a very strong line against Mrs Thatcher personally if the report provides eritical ammunition.

She was closely questioned on the composition of the inquiry, answering that it must consist of privy councillors since otherwise the committee could not see all relevant information, including Intelligence documents. hundred million dollars.

THE OFFICIAL inquiry into was to present Parliament with disclosed to members of the the origins of the Falklands the report in full, she said, it present Covernment.

These assurances appeared to secret intelligence assessments fore publication any majorial satisfy Mr Callaghan and Mr

The committee will be usked Parliamentary approval for to avoid including such information of the inquiry, to be conducted by privy counsellors such information would be such information would be such information would be such information. under the chairmanship of mitted to the Government as a confidential annex.

Mrs Thatcher, stressing the But this was only after Mrs Thatcher, stressing the barbed comments from Opposi- safeguards on handling of deciments of previous Government's to deal with suscentibilities of of the concessions she made in former Prime Ministers about recent consultations. Mr Denis constitutional propriety. And documents would be available solely to members of the inquiry

as privy councillors.

Members and admisse of

earlier Governments could see Healey were highly critical of relevant papers on their own Covernment handling of the dispute before the Argentine evidence. These would not be

to fores all the invasion. Australian carrier sales irks Nott Page 6: Falkland inquiry terms approved Page 10

The majority of investors had markets and strained banking

Wall St Continued from Page 1

can strike out of the blue and financial

cause widespread damage.

The majority of investors had markets and straining banking, never heard of either Drystale Government Securities of Park Square Bank yet the two U.S. Treasury, Demand for managed to land big banks with Treasury securities, particulosses amounting to several limit short-term bills, has inhundred million dollars.

The mountain angase in the safe batters for their money.

David Sainsbury aids business school

BY CHRISTOPHER LORENZ

is to put up £1.25m for the academic one, but also a source London Business School to of practical influence, particuestablish a research centre for larly on decision-making at

in annual instalments over the academic activities of business next five year by a trust set up schools ooth in Europe and the hy Sainsbury which already U.S.

The Sainsbury endowment an inflation-proofed 2250,000 a

establish what it hopes will be followed by main areas of study will be the become the second largest attempts to raise an annual academic unit in the West attempts to raise an annual specialising in husiness policy enable the centre to conduct devote disproportionate after-

MR DAVID SAINSBURY, and corporate strategy after the wider activities.

Sainsbury supermarket chaio, is to become not only an ousiness strategy. coard level. This sets it apart.

The funds will be provided from some of the more purely roard level. This sets it apart

MR DAVID SAINSBURY, and corporate strategy and finance director and largest Harvard Business Schoot.

Single shareholder in the J. The prime aim of the centre his reusens for funding the control of the Mr Sainsbury says that one ti strategie thicking in Smill industry.

Prof James Ball, principal of the school, says the centre "tvill put us in the forefrom of strategic thicking."

Though one of the controls sin

Sainsbury own business, rejailing.

One of its first studies will be centre is that he stores a wide-spread feeling that there is a feeling stratuse and com-considerable need for herer repropriables industry. Others will deal with stratery in the finingial sector and Various especie of mature industries, including the role of outside directors.

Among Mr Saintbury's outtide in crests is chairmenvhip of the Social Democratic Party's ar at that admisory committee.

Building more musete into curpurate strategy. Page 16.

Unions let **GEC** nearer to role in **AEG** rescue

LORD WEINSTOCK, executive of GEC, the British electrical group, is to meet representatives of the AEG-Telefunken workforce in Frankfurt this week amid signs that trade union resistance to the UK company's participation in a rescue of the financially troubled West German electrical group, ia beginning to

weaken.
AEC is the 13th largest industrial company in West Germany, with about 123,000 workers and annual sales worth more than DM 15bn (£3.5bn). Herr Eugen Loderer, chairman of IC Metall, the most powerful trade union in the country, admitted yesterday, after a meeting on Wednesday night with the Economics and Finance Ministers that no alternative "national solution"

was available.

"There is still no alternative, by way of a German shareholding, to keep the Englishman out," be said in a radio interview. He was convinced, however, that there would he sufficient interested bidders to buy the lucrative parts of AEG, if it were to go into liquidation.

Earlier this week, Dr Otmar Emminger, former chairman of the Bundesbank, the West Cerman central bank, presided over a meeting in Frankfurt of representatives of several large West Cerman industrial corporations—including Siemens, Bosch and Mannesmann—at which possible "national soluto AEG's plight were tions

discussed, it is understood.

The worry for companies such as Slemens and Busch is that CEC, a potent competitor in international markets, could gain access to advanced AEC technology, particularly in areas such as telecommunications, and weapons and defence

On Wednesday, however, Herr Manfred Lahnstein, the Finaoce Minister and Count Otto Lambsdorff, the Economics Minister, made clear to the uoinn dele-gation that no national solution

Yesterday, Herr Loderer also made clear that the unions understood there was no possibility that the West German Government would take a direct equity interest in AEG.
Herr Helmut Schmidt, the

West German Chancellor, said half. on Wednesday night that the state could not be turned into state could not be turned into apparently at least half a nod a "holding company." He added, however, "the state is to consider it fair although it is Mr David Howell, Transport Secretary, agreed to the inquiry its findings will be sumlified to the Government by the end of the year.

The finances of the railways of the possibility of legal The finances of the railways of the possibility of legal The finances of the railways of the possibility of legal The finances of the railways of the possibility of legal The finances of the railways of the possibility of legal The finances of the railways of the possibility of legal The graph of the possibility of legal Injunctions by the unions to previous process of the possibility of legal Injunctions by the unions to previous process of the possibility of legal Injunctions by the unions to previous process of the possibility of legal Injunctions by the unions to previous process of the possibility of legal Injunctions by the unions to previous process of the possibility of legal Injunctions by the unions to previous process of the possibility of legal Injunctions by the unions to previous process of the possibility of legal Injunctions by the unions to previous process of the possibility of legal Injunctions by the unions to previous process of the possibility of legal Injunctions by the unions to previous process of the previous process of the previous process of the possibility of legal Injunctions by the unions to previous process of the p

AEC said yesterday that i assumed Bonn would decide next week to grant loan guaran-

Weather

UK TODAY

MAINLY dry but cooler. Some rain later. S., S.E., N.W., N.E. England, Midlands, North Wales, E. Scotland

Sunny periods; thundery rain later. Max. 22C. (72F.). S.W. England, S. Wales, Channel Islands, Isle of Man, N. Ireland, S.W. Scotland Cloudy with rain; brighter later, Max. 20C. (68F.). Rest of Scotland

Cloudy with rain, becoming heavier. Max. 19C. (66F.). Outlook: Rain with sunny inter-

WORLDWIDE

WINCE ID	S	29 34	aa L. Ang.f — —	1
Algiera	5	34	93 Luamog. S 24 75	1
Art adm.	5	24 28	93 Luamog. S 24 75 75 Luxor S 40 104	ı
A'T ens	F	28	of magnia 2 3/ 88	1
55 Years	_	_	- Maiorca S 36 97 84 Malaga S 23 82 - Maita S 29 84 64 Mchetr C 21 70 70 Melbre. C 12 54	ı
Section,	S	29	84 Malaga S 23 82	1
E c.u.:		_	- Molta S 29 84 64 Mchetr C 21 70	,
Bellus:	ç	:а	64 : Mchstr C 21 70 70 Melbne, C 12 54	ı
Beigra.	£	21	70 Melbne. C 12 54	ı
Earl.n	5	23	73 Mc. C.t	ı
Sources	s	-5	97, Miemit F 27 81 77, Milan S 29 84 66, Montr'll S 23 73 95, Moscow C 21 70 70 Munich S 22 72 77, Nairobi C 23 73	П
Brotom.	F	25	77 Mrlan S 29 84	П
Elace o'!	Š	19	66 Montr'lt S 23 73	1
Bordi	S	52	95 : Mascow C 21 70	1
Boulan.	S	19	95 Moscow C 21 70 79 Munich S 27 72	ł
5+ sic:	S	25	77 Narobi C 23 73 77 Naples S 30 56	1
Brussals	S	25	77 Naples S 30 56	ı
Burrst.	5	==	72:Massau — —	1
C-174		ž	— NWCSU, C. 78 64	ı
Card #	s	22 23	73 N York	ı
Caster	F	23	73 N Yeri.t — — — — — — — — — — — — — — — — — — —	1
0-59 T	3	73	73 17 tosia S 28 82	1
Cheg.t	7	31	77:0ports F 25 68	Ł
0.0316	Ē	35	77:0porto F 20 68 77 9slo F 21 70	1
Conugn	F	20	77 Oslo F 21 70	1
Certa	s	STERRIST STREET, STREE	68 Puns S 27 81 85 Perth C 78 64	ı
Zanvert	Š	-	59 Pranue C 27 68	ı
Cuplo	č		59 Pratito C 20 68 64 Religie, E 10 50	t.
Corve	ร	76	\$9 Prague C 29 68 64 Reliek, C 10 50 79 Rhodes S 26 79	1
Ednbah.	ĕ			1
Fart	Š	77	55 Rio J'et — — 73 Pame S 30 56	ı
Figrerca	-	-3	73 Pome S 37 56 9: Salabiro S 24 77 77 S cissof C 13 55	ı
Pran :	5 5 5	-22	9: Saleb're S 24 TV TT S ciscot C 13 55 T7 S. M'ritz	Ł
Puntha:	5		Scissof C 13 55	1
Contrai	5		77 S. M'ritz	,
Genova	>	23	77 Singapr. C 25 79	L
Giorite.	Ş	23	84 Stranot	П
Glass'w	F	:9	66:5:skhm. S 22 72	П
Gimsey	5	23	77 Strasb'g S 26 79	11
Relainki	C.	19 23 17	73 Same S 27 28 29 29 29 20 20 20 20 20 20 20 20 20 20 20 20 20	ł
H 7.017	ē.	29	84 Tengior F 24 75	ľ
In estate	2000	25 17	77:Tel Aviv S 26 82	1.
icutoss.	č	•==	77:7el Aviv S 26 82 63 (Tengrite S 26 72	l i
0 . 4	Ŀ.	12	63 Tenerite S 26 73	Į.
	F7	16	57 Takyn C 26 79 - Torntot F 20 68	1 :
lataabul.	_		77:Tel Aviv S 25 82 83 [Tenerite S 25 73 57 Tokyo C 26 79 — Tenerite F 20 81 79 Tunis S 23 91 66 Valentia S 25 97	ľ
Jorne /	S	26	79 Tunis S 23 91 66 Valentia S 26 97 75 Venice S 27 81 72 Vienna F 22 72	1
o bers	s	-0	65.Valentia S 25 97	4
L. Plets.	5	34	75 Venice S 27 81 72 Vienna F 22 72	•
riapeo	F	22	72 Vienna F 22 72	I _
Lecarno	S	23	— Torintot F 20 88 79 Tunis S 23 91 66 Velontia S 26 97 75 Venica S 27 81 72 Venica S 27 82 Warsow F 20 68	Г
Londin	s	27	\$1 Zunch \$ 24 75	
C-Cleud	v.	<u></u> ح	75. Venico S 27 81 72. Venico S 27 81 72. Venico F 22 72 82. Warsow F 20 58 51. Zunch S 24 75 50; F)—Foy. S—Sunny	B
	170		LIT leasens to the	1 2

THE LEX COLUMN

Hatching the new **Imperial**

After nearly a week of teasing, the Bank of England at last gave an unequivocal market signal by lowering its dealing rates on very short bills yester-day, and it is now more or less certain that clearing bank base rates are heading for 12 per cent. The gilt-edged market spent a comfortable day, although some Jeremiahs were pointing out that 12 per cent

marked the bottom of the last

interest rate cycle. Imperial Group

A year ago the stock market had more or less written off Imperial Croup's dividend, and the shares could be picked up on a biatoric yield of nearly 20 per cent. In the event the dividend was held, but the interim figures were abysmal and the chairman left in a thunderstorm; the subsequent months have resounded with the thuid of axes felling dead the thud of axes felling dead the thud of axes felling dead wood in the Imperial forest. It is an almost comical measure of the way the new management has changed ideas about Imps that yesterday there was some sulking in the City at the absence of a dividend increase.

increase.
Yet an increase on any significant acale would have been hugely inappropriate. Imps bas been paying out far too much for far too long, and a maintained dividend this year will just about be covered by current cost earnings. And that calculation takes no account of the £67m of write-offs announced yesterday, most of it relating to the sale of the poultry businesses. For the six months to April Imps has reported pre-tax profits

£29.7m in 1980-81, but it should not be forgotten that £70m was a standard interim profit in preceding years. Nor are the 1981-82 figures exactly clean. They are flattered to the extent of £2.3m by changes in deprecia-tion policy, and reduced to the tune of £10m by the decision to transfer some first half tobacco profits, relating to the excep-tional level of trading before the Budget, into the second

This unusual procedure has



moothing payment, they would be well down. Tobacco has benefited from

the absence of last year's John Player King Size launch, and from more muted price-cutting activity. But discounting has commued on another front, since increasingly generous credit terms have been offered to the trade. This helps to explain why Imps' net interest charge is down by only £2.3m, far less than a glance at last year's balance sheet would lead

nne to expect.
The brewing division remains the most resilient business, and its margins have held up well on lower volume thanks to the rationalisation of production

The amazing thing about Impeial is that it remains a yield stock even though the shares have doubled from last year's low point. A p/e ratio above 10 on a full tax charge is distinctly high, given the mix of businesses, but the yield is still well in double figures, 10.7 per cent at 100p. Some very necessary surgery has been carried out, but that is perhaps the easy bit - the problem now is to get some growth out of the sound businesses that the group retains. And there is always the risk that Imps will splash out and make one of its awful acquisitions.

Currencies

The U.S. credit markets sug-

three month position finished Index fell 3.8 to 551.4 at 151 per cent—and Federal Funds opened in New York around the 14 per cent level, with the Federal Reserve providing comfort through another

reparchase operation.
Considering the underlying tightness in the money markets yesterday, this was not a bad performance. Payment was due on last week's \$4bn tender of seven-year notes as well as on the \$10.6bn of three and sixmonth bills sold carlier this week. On top of that, the Treasury was seeking a further \$6bn in one-year paper. But the more settled tone

failed to unhinge the dollar, which remains at historically high levels against several continental currencies.

Sterling is still charting a fairly even course, despite the trade-weighted finished unchanged yesterday at 91.1, helped perhaps by the strong capital position of the clearing banks at a time when some international banks are having to issue statements denying that anything is wrong. Illiquidity in the U.S. banking system is driving up commercial paper rates, while concern about the solvency position of German banks is baving an nusettling effect on the D-Mark.

Quest Automation

The Government is having to pay more than lip-service in its support of the microchip revolu-tion. In July last year, the National Enterprise Board stumped up £2.9m equivalent to 190p per ordinary share—for a stake in Quest Automation, a small computer company. Since small computer company. Since then Quest has reported a loss of £1.5m for the six months to August and the shares bave tumbled to a new low of 25p, falling by 56 per cent in the last week.

The NEB, now part of the glamorous British. Technology Group, announced last week that it had made a negative return

it had made a negative return on capital employed of 30 per cent in 1981. The NEB can justifiably claim that its invest-ments are of a long-term nature but, as the Negretti & Zambra experience showed, the stock

People come to Tokai because Tokai takes charge.



The word is getting around that Tokai Bank is the place to go for expert international financial assistance. And it's as much a matter of attitude as it is of know-how. Tokai is the 29th largest bank in the world, so they're big enough to know what they're talking about. But they're also small enough to talk straight. Consequently all kinds of people involved in international business are getting answers from Tokai — enswers

that make sound financial sense. The broad Toksi network spans five continents. And at offices around the world Toksi is proving that they're not only an informed and competent financial management. service, but a concerned international business partner as well.

Tokai Bank, Taking charge.

TOKAI BANK

Head Office: 21-24, Nishiri 3-chome, Naka-ku, Nagoya, Tel.: 052-211-1111 Headquarters: 6-1, Otemachi 2-chome, Chiyoda-ku, Tokyo, Tel.: 03-242-2111 Overseas Network: (Branches & Agencies) New York, Los Angeles, Chicago, London, Franklint, Simpaces; (Representative Offices) Toxonto, Houston, Mexico City, Sao-Paulo, Peris, Tehran, Bangkok, Kuala Lumpur, Marilla, Jakarta, Seoul & Sydney; (Subsidiaries) Tokal Bank of California, Tokal Bank Nederland N.V., Tokal Asia Limited; (Affiliates & Associates) London, Bangkok, Hong Kong & Sydney.

*Assets US\$47,680 million according to a listing of the world's 100 largest banks in *Institutional Investor*, July 1981.

